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JAN 20 1925

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CVII.

NEW YORK, JANUARY 17, 1925

No. 3

Published January 22:

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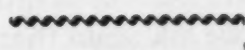
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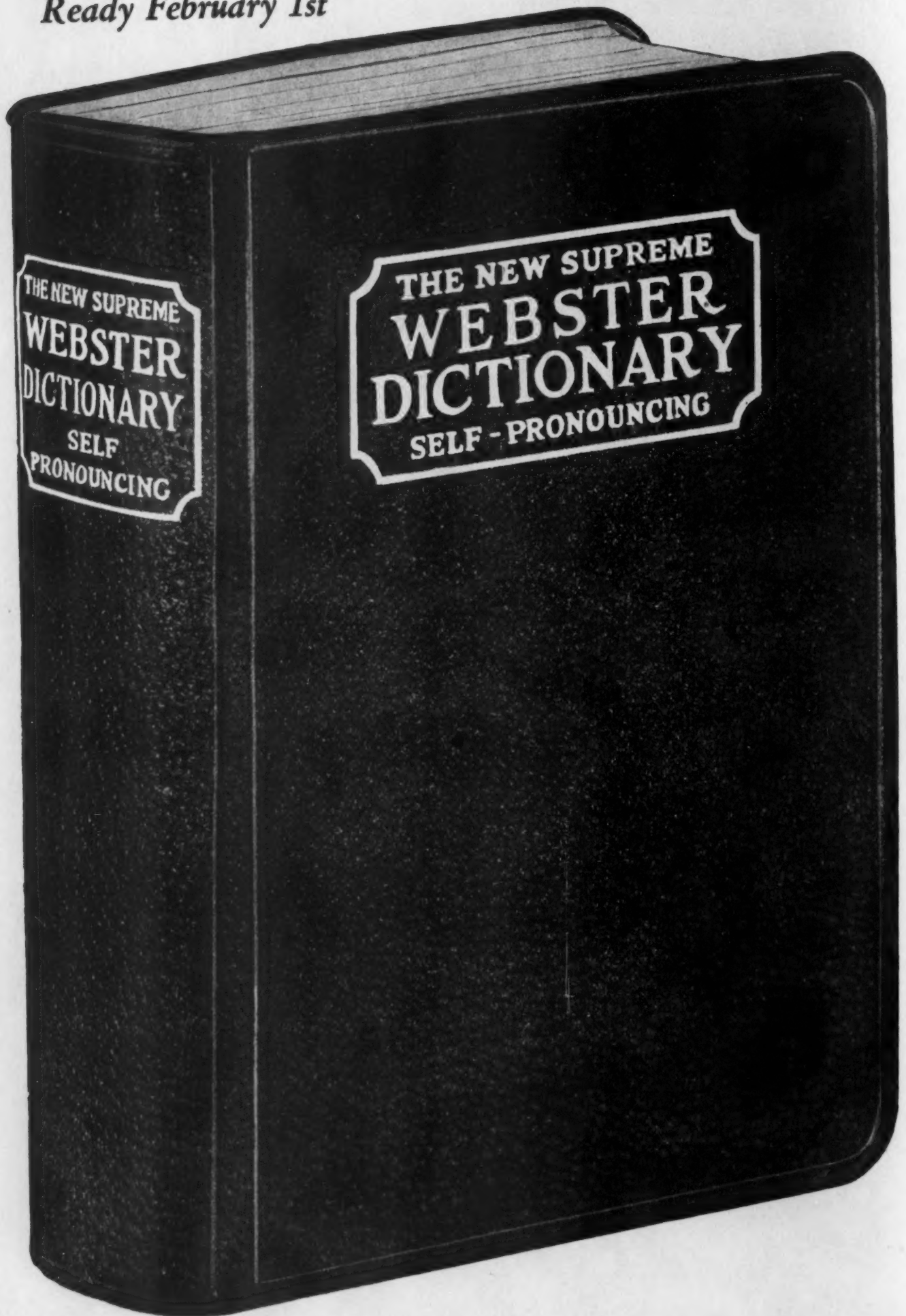
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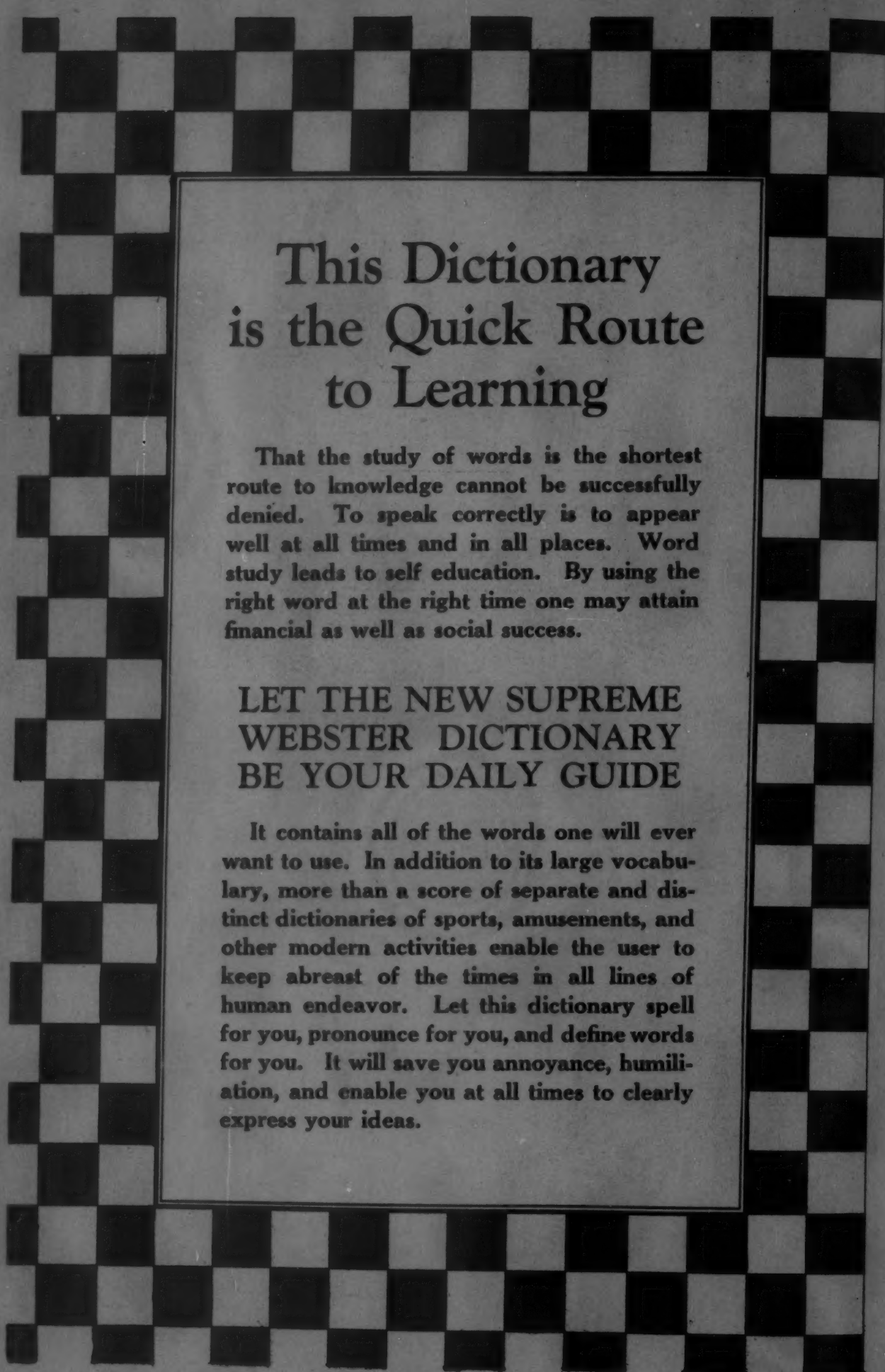
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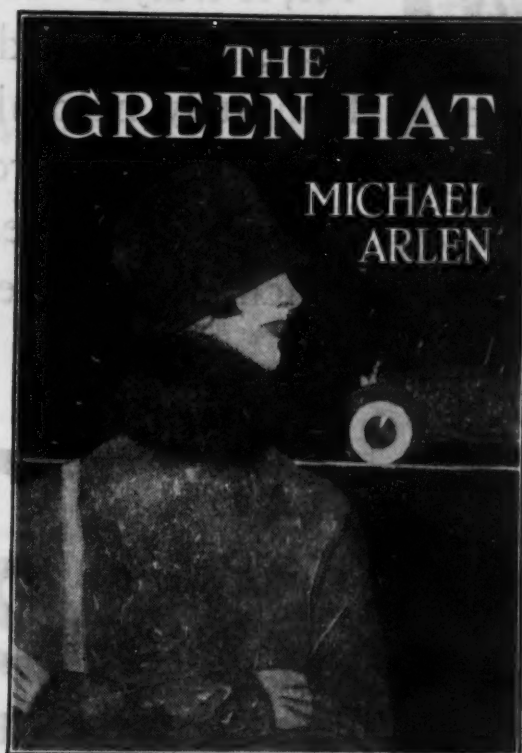
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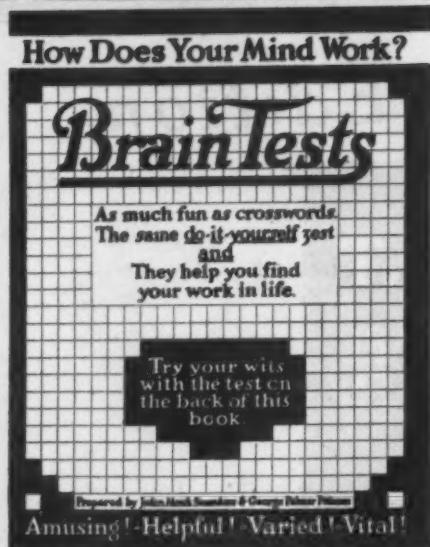
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2. tra
3. shero
4. owe
5. fefigra
6. usemo
7. laligro
8. serochinor
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10. flac
11. cocokwhud
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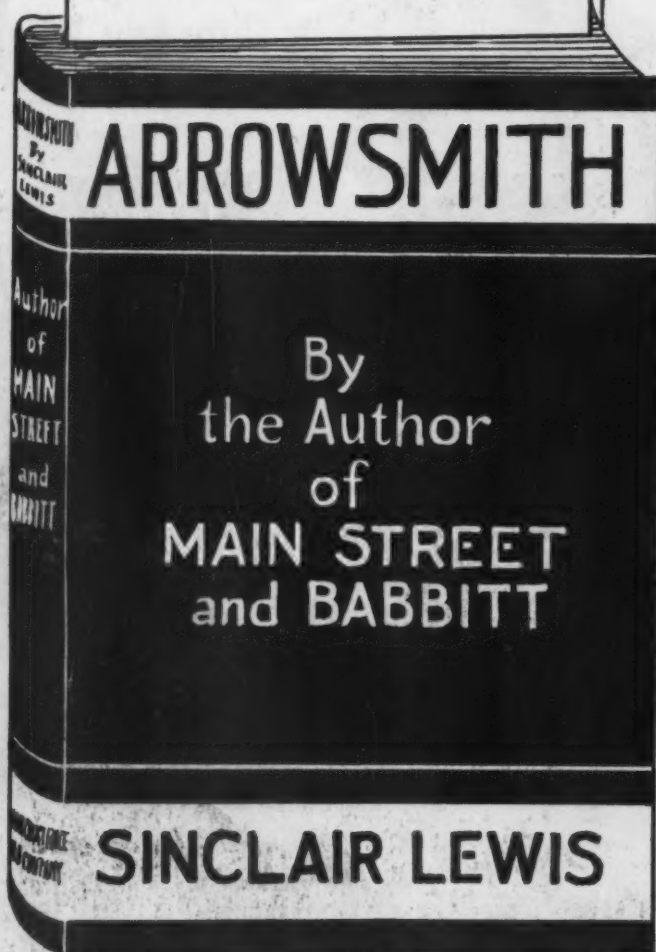
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, JANUARY 17, 1925

Trade Books—Well Made

By L. B. Siegfried

Department of Linotype Typography, Mergenthaler Linotype Company

III

Chapter Headings

THE chapter heading is another of those seemingly unimportant details thru which it is possible to give typographic character and quality to the trade edition book without unduly running up the expense of composition. Next, perhaps, to the title-page, it offers the layout man his greatest opportunity. A setting that is quite commonplace and uninteresting in itself can very often be redeemed, or at least partially redeemed, by a little attention to the style of the chapter heading and its companion element, the running head or running title, while a setting that would otherwise be good can be spoiled by a sloppy or inappropriate treatment.

The title-page, ordinarily speaking, is the only typographic element in the trade edition book that receives more than casual attention in the planning, the chapter and running headings being left to take care of themselves. The designer or layout man is entitled to do a little "fussing" with title-pages— notwithstanding which, one finds book after book in which the body matter is set, say, in Century and the title page in Caslon (or vice versa) without the least regard for typographic consistency. Such obvious errors as this are not matters of cost—which, of course, is the ever present bug-bear of the manufacturing manager—but matters of haste, bad judgment, and willingness to take the first thing that comes along rather than the more appro-

priate thing that may be just as readily available. A little intelligent planning before the manuscript is put into type will not only enable such errors to be avoided and improve the quality and interest of the book, but will in the majority of cases more than pay for itself in the time it saves and the economies it makes possible in the handling of the manuscript in the composing room.

We repeat once more what is, after all, the main point in this series of articles, that good typography for the trade edition book is not so much a question of cost as of picking the right type faces and making intelligent use of them. The best proof of this is the work that is being turned out by the university presses at Harvard, Yale, Princeton, Chicago, and elsewhere and by some of the more progressive book publishers.

The style of chapter heading that is most frequently called for in the ordinary run of book work is the plain "dropped" head, such as is shown at the upper left in our illustration.* This may vary in setting according to the general style decided on for the book, the nature of the copy, and the characteristics of the particular face and size of type used. It might, for instance, be set in upper and lower case a size larger than the body type or with the chapter number in caps and small caps and

* See pp. 188 and 189.

CHAPTER II.

THE DEVELOPMENT OF PRINTING

MANY of these labor-loving and light-loving heretics who were exiled by the successive persecutions undoubtedly followed the pre-typographic art of scrivenery. Richard de Bury in his *Philobiblon* mentions that "there was always about us in our halls no small assemblage of antiquaries, scribes, book-binders, correctors, illuminators, and generally of all such persons as were qualified to labor in the service of books." In 1403 there was already formed in London a society or brotherhood of the craft of writers of text letter and "those commonly called Limners," or illuminators. Unfortunately my opportunities for examining illu-

THE PEREGRINATIONS OF MR. TITMARSH

VII.

MR. TITMARSH GOES AFIELD

THEY followed the path, which led up over another little hill, winding through clumps of hazel brush and a sparse growth of oak and beech. From the summit of this they could see the gypsy camp below them, in an open glade by the road-

ABOVE—Set in Original Old Style, body matter in 12 point on 14 point body; chapter heading and title in 12 point caps. 42 Point Old Style Titling initial.

BELOW—Set in Scotch, body matter in 11½ point with long descenders, cast on 14 point body; numeral in 12 point caps; chapter title in 12 point small caps; running head, 11½ point small caps. 30 point initial. Rules cast from 5 point Matrix Slide No. 506 and 2 point No. 400.

by had said: there were gaily painted wheels—and a campfire and tethered gypsies themselves. About the outer so of the less socially eligible of New-the camp centre a kettle simmered on

III

THE LANGUAGE IN THE MAKING

SUCH jingoistic bombast, however, was directed chiefly toward defending, not so much the national vernacular, as the national belles lettres. True enough, any attack upon a definite American locution always brought out certain critical minute-men, but in the main they were anything but hospitable to the neologisms that kept crowding up from below, and most of them were eager to be accepted as masters of orthodo \acute{x} English and very sensitive to the charge that their writing was bestrewn

I

Printing in New England

THE attitude of the Mather brothers toward the newspapers was temperate rather than enthusiastic. In their milder moments they considered them the personal work of Satan. But they believed in the liberty of the press providing that nobody except themselves were permitted to print anything. principle, they issued pamphlets citizens everything that was Absol Owing, no doubt, to the well-kno

ABOVE—Set in Bodoni Book, body matter in 12 point, 5 point leaded; numeral in 12 point caps; chapter title in 12 point italic caps, interspaced. 30 point initial. Headband cast from 6 point Matrix Slides Nos. 742 and 1467.

BELOW—Set in Caslon Old Face, body matter in 14 point, 2 point leaded; numeral in 21 point caps; chapter title in 21 point upper and lower case.

the chapter title in upper and lower case italic. In the main, however, the specimen is fairly representative.

(It is, perhaps, worth repeating here, even tho it has been so often stated before, that in any given size of any given body type there are six different ways in which a word or a line may be set:

ROMAN CAPS

Roman Upper and Lower Case

CAPS AND SMALL CAPS

ITALIC CAPS

Italic Upper and Lower Case

LEVEL SMALL CAPS

Any of these is available without going outside the font.)

In this particular case the setting has been reduced mechanically almost to its lowest terms. The chapter number and title are in the caps of the body type and the type itself is set 12 on 14 point, which automatically takes care of the leading. The only factor that could possibly introduce complications is the initial, and this can be handled easily enough by allowing for the width of the letter in the first three lines and then cutting off the slugs to fit. The mechanical side of the matter is stressed here with particular view to the question of cost.

The strength and simplicity of the treatment will be apparent even from this partial showing. It is strong enough so that it would still be effective if the heading were reduced to the roman numeral alone. It is, in fact, about as satisfactory a style as there is of treating the plain roman numeral heading, the three-line initial being sufficient to "carry" the page. Due to the white space surrounding them and the effect of the initial, the capitals in the two lines of the heading appear to be almost a full size larger than those in the first line of the text—an effect which is purely optical, as may be proved by covering up the initial.

With a face like Old Style No. 1,* in which the capitals are weak, this treatment would call for the use of Caslon or some other related type for the two display lines; otherwise it is practically "fool-proof" and can be adapted to almost any face, whether old style or modern. The

chapter title can be carried over in the same setting as a running head and the whole body of the book, except for footnotes and incidental matter, produced from a single font.

There is one technical consideration worth noting in connection with the dropped head, and that is the extent to which it should be dropped. This is a matter in which every shop follows its own practice. In some plants it is handled so that the top line of the heading lines with the first line of the body page—*i. e.*, with the first text line, not the running head; in others it is dropped from a sixth to a third or more of the page depth.

One cannot definitely set down any particular method as standard, for there are too many different elements to consider, among them that of personal taste and opinion. The heading, when it breaks on a right hand page, may come opposite a page that is half or three-quarters white space, and theoretically there should be enough white space above it to preserve some rough sort of balance. The safest way is to shape it according to the size and shape of the page and do what *looks* right for the particular book in hand. As in so many other typographic matters, the eye is the final judge.

The specimen at the lower left shows a style of heading in which the running title is kept at the top of the page the same as in the full body pages. This is the logical style to follow when the running title is given a rule treatment, as otherwise there is too marked a break between the pages containing the chapter headings and the rest of the book. Where the running title is a plain line of type, it is better simply omitted, as in the page above. This treatment has the advantage of preserving a definite marginal scheme thruout the book.

This setting has been worked out with the novel chiefly in mind, more particularly the novel which does not call for any special typographic treatment to accord with the text. Some novels obviously demand an old style face; others quite as obviously should be set in a modern; but there are a great many in which the choice is indeterminate. For all this general class of work, Caslon among the old styles and Scotch among the moderns are the safe and logical choices as being adapted

* See the previous article. *Publishers' Weekly*, January 3, 1925.

to the widest range of work. The Original Old Style page, which has much more dignity and type character, would be suitable for fiction of the less ephemeral sort, but it would not have the general applicability of the Scotch in the fictional field as a whole.

As shown here, this page (exclusive of the initial) calls for two sizes of type, the 11½ and the 12 point. It could, however, very easily be brought within a single font by setting the numeral in the caps and the chapter title in the italic upper and lower case of the 11½ point. Other variations will doubtless suggest themselves.

(It should be understood with all these pages that they are intended primarily as suggestions which can be adopted to meet individual requirements.)

Here again the body matter is set on a 14 point body, so that the leading is taken care of as the type is cast.

Due to the effect of the running head, this page does not require so strong or prominent an initial as the first specimen, and the two-line letter is sufficient to give the conventional note of accent. A high (or "stick-up") initial followed by caps or small caps would be a logical alternative.

The subject of initials for book work is worth a little consideration in itself. Every print shop has an accumulation of these letters which are used as occasion demands, often without any regard whatever to their appropriateness or to whether or not they line with the type—the result being that in altogether too many instances they have the appearance of being simply thrown in to fill up a space in the body matter and do not belong to the page at all. By pulling proofs of these letters and trying them out with specimen sheets showing different faces and sizes of type, it is a comparatively easy matter to work out harmonious combinations which will line correctly. Old style initials should be used with old style types and modern with modern types—a principle that would hardly need stating if it were not so frequently violated.

In our Scotch and Bodoni Book specimens the initials were cast on the machine in the 30 point size of each face and then "cut in." To secure exact fitting, the text lines were cast with the matrix of the in-

itial reversed so as to leave a blank of identical width. Not every shop, however, is equipped to produce initials on the machine in the large sizes. In the first specimen the initial is a 42 point foundry titling letter. Incidentally, it would seem worth the while of the publisher, if he has no adequate stock of initials, to buy a set or two from the foundry in sizes to fit certain definite type combinations.

Decorative initials can, of course, be obtained from the type foundry and composing machine manufacturers, and can be used to give variety and ornamental quality. They should be carefully chosen to harmonize in color and weight of line with the types with which they will be used. Ornamental initials can also be "built up" from type "flowers" or ornaments, either hand or machine.

The third specimen (upper right) shows a style that is rather more specialized than either of the others. It makes use of a decorative headband which presumably is taken from the title page of the book and used above the chapter headings thruout, thus maintaining a certain unity of typographic effect. Rules (particularly Oxford rules), bands of type flowers, and drawn headpieces can frequently be picked up from the title page in this manner. The latter two are characteristic of many books of the Colonial or Georgian period, in which they were often employed very clumsily and with more regard for formality than beauty of effect.

This general style of heading, by the way, with headband and built-up initial derived from the title page, is interestingly exemplified in Mr. Updike's book, "In the Day's Work," lately published by the Harvard University Press.

The heading here, in conjunction with the rest of the page, has been worked out somewhat in the Bodoni manner, with the italic capitals, the high initial, and the wide leading as contributing elements. The wide leading, it may be said, was done purposely in order to demonstrate the effect of the Bodoni Book when so used—a point which was brought up in a previous article.* Few other faces can stand being so widely opened up without going to pieces. For ordinary purposes a 2 point leading is suf-

* *Publishers' Weekly*, December 20, 1924.

ficient—the Bodoni should never be used with less than that.

The page as a whole is rather cold, a quality that is characteristic of much of Bodoni's own work, and is more sophisticated in effect than any of the others. The setting is best adapted to impersonal and contemporaneous subjects, altho certain types of modern novel come within its scope. Letterspaced small capitals or roman capitals are alternatives to the italic.

Here again both the heading and body matter (exclusive of the initial) are produced from a single font. The headpiece was cast on the machine from two matrix slides, as noted in the specifications.

Rather than go further with ornamental styles of heading, which are susceptible of almost unlimited variation, we have returned in the fourth and last specimen to an essential simplicity of treatment and have shown a Caslon page with the chapter numeral and title set large in upper and lower case. There is no initial, but the first word of the text is set in caps and small caps. This page is worth noting as an example of what can be accomplished by the very simple expedient of using a large size of the body face. To carry out the effect in the other body pages, the running head—copy permitting—could be similarly set in the 21 or 18 point.

An interesting variation of this treatment appeared in a recent Harper volume, "Lottery," by W. E. Woodward. The

text was in Old Style No. 1, set leaded, with a two-line Caslon initial at the beginning of each chapter; a small cap numeral of the body type indicated the chapter section; and the chapter number and title were set in upper and lower case of a large size Caslon, with both lines pulled out flush to the left. The style was carried out in the running heads, which consisted of book and chapter titles drawn in to the inner corners of the pages, with the folios at the outer corners.

Considered as a piece of manufacturing, this book was in no wise different from hundreds of others. It was made interesting simply by the handling of these few display lines, which gave zest and character to an otherwise rather monotonous setting and incidentally emphasized the humor of the journalese chapter titles. Mr. Knopf's books almost always have some similar distinguishing touch; they are not only readable but they have typographic individuality. It is gratifying to note that a number of the younger publishing firms are working along the same lines.

No one expects the ordinary trade edition book to be a typographic masterpiece, but it can very easily be made good instead of commonplace, often by typographic expedients that are almost absurdly simple. And one does not have to be an Updike or a Rogers to do it; a little type sense will suffice.

Books for Travelers

Part of a Selected Bibliography

By Violet Elizabeth Kohler

Library School of the University of Wisconsin

Down South

"THE SOUTHERN HIGHLANDER AND HIS HOMELAND."

By J. C. CAMPBELL

Russell Sage Foundation, \$3.50.

"Interesting and authoritative account of the mountain people of the Southern Appalachians, Alabama, Georgia, Tennessee. The author spent twenty-five years in the southern highlands and writes of this region in a most entertaining manner."
—*Booklist.*

"OLD SEAPORT TOWNS OF THE SOUTH."

By MILDRED CRAM

Dodd, \$2.50.

"A diverting record of a trip along the Atlantic coast from Baltimore to Key West. The illustrations add much to the charm of the book."—*Wisconsin Library Bulletin.*

"SEEING THE SUNNY SOUTH."

By J. T. FARIS

Lippincott, \$6.

It covers every thing of interest in houses, roads, traditions, sports, entertaining stories and historical anecdotes about different places.

"WE DISCOVER THE OLD DOMINION."

By L. C. HALE

Dodd, \$3.50.

"Account of a motor trip from New York City by zig-zag route to White Sulphur Springs, across to Norfolk and home. Written in an entertaining manner."—*Wisconsin Library Bulletin.*

"HIGHWAYS AND BYWAYS OF THE SOUTH."

By CLIFTON JOHNSON

Macmillan, \$2.

Ramblings in out of the way places of the South, giving impressions of some of the most picturesque regions in our country. "Lincoln's Birthplace," "The Battlefield of Bull Run," "John Brown's Town," "Round About Old Jamestown" are some of the chapters.

"OUR SOUTHERN HIGHLANDERS."

By HORACE KEPHART

Macmillan, \$2.50.

An excellent description of the people and little known country of the Appalachian Mountains. The author has camped and hunted for years in this region and gives a graphic and entertaining account of his experiences.

"A HANDY GUIDE FOR BEGGARS, ESPECIALLY THOSE OF THE POETIC FRATERNITY."

By VACHEL LINDSAY

Macmillan, \$1.60.

"Sundry explorations made while afoot and penniless in Florida, Georgia, North Carolina, Tennessee, Kentucky, New Jersey and Pennsylvania, these adventures convey and illustrate the rules of beggary for poets and some others."—*Sub-title.*

"A THOUSAND-MILE WALK TO THE GULF."

By JOHN MUIR

Houghton, \$3.25.

Thru Kentucky forests and caves, across the beautiful Cumberland mountains, the river country of Georgia, Florida and to the Gulf. Written when the author was a youth and told with a vigor and charm that will add to the interest of any who wish to know of these regions.

"AMERICAN ADVENTURES."

By J. L. STREET

Century, \$5.

Amusing and delightful descriptions of the principal cities from the Chesapeake to the Mississippi, showing the traditions, scenery and atmosphere of the country. And would be as interesting to those who would like to go South but must "travel" at home as for those who are fortunate enough to do so.

"POTOMAC LANDINGS."

By PAUL WILSTACH

Doubleday, \$5.

"A delightful guide book for a visit to the many fine old plantation houses that still line the banks of the Potomac. The author vividly reconstructs the life of the Southern colonists. Excellent illustrations."—*Booklist.*

Louisiana

"THE FOUNTAIN OF YOUTH."

By C. T. JACKSON

New York Outing Pub. Co., \$2.

Two city-weary men start out to find the "fountain of youth" by way of a canoe

trip. They decided Florida was too filled with hotels and tourists and agreed on Louisiana as the field to be explored. Their experiences are most amusing and well told.

Virginia

"MOUNT VERNON."

By PAUL WILSTACH

Doubleday, \$3.50.

"A satisfactory history of Mount Vernon, describing the life of the Washington family there, architectural and other changes, and its importance as a national shrine. Good illustrations."—*Wisconsin Library Bulletin*.

North Carolina

"THE CAROLINA MOUNTAINS."

By M. W. MORLEY

Houghton, \$4.

"Charming descriptions of the picturesque and interesting country people of the Blue Ridge and Great Smoky Mountains. The author shows insight and sympathy as well as knowledge in writing of the natural beauties, the birds, flowers, rocks, etc."—*Viewpoints in Travel*.

"A WORLD OF GREEN HILLS."

By BRADFORD TORREY

Houghton, \$1.75.

"Observations of nature and human nature in the Blue Ridge Mountains of North Carolina."—*Sub-title*.

Florida

"HIGHWAYS AND BYWAYS OF FLORIDA."

By CLIFTON JOHNSON

Macmillan, \$2.50.

Human interest information for travelers in Florida. Fully illustrated and a most useful guide for any one planning a trip to Florida.

"FLORIDA TRAILS."

By WINTHROP PACKARD

Small.

✓ "The east coast of Florida as seen thru the eyes of a nature lover, who revels in the hosts of butterflies and birds and has an appreciative eye also for the trees, fruits and flowers."—*Booklist*.

"IN LOWER FLORIDA WILDS."

By C. T. SIMPSON

Putnam, \$3.50.

"A naturalist's description of the geology, physiography, plant and animal life, a valuable record of a situation which with the draining of the everglades is rapidly passing. Beautifully illustrated."—*Booklist*.

"A FLORIDA SKETCH-BOOK."

By BRADFORD TORREY

Houghton, \$2.

A new visitor's edition. A beautifully written book of nature studies.

"FLORIDA, THE LAND OF ENCHANTMENT."

By N. O. WINTER

Page, \$3.50.

"The enchantment the author describes is that of the romantic historical background, the wild life, Palm Beach, the development of the everglades, the Keys, industry, agriculture and education. In spite of a few minor inaccuracies it is a representative and very attractive description of Florida."—*Booklist*.

The Magic of Books

By Ina Brevoort Roberts

ALADDIN rubbed his wonderful lamp;

I open a book and then
The world is mine and the glory thereof;
I am king of the kings of men.

I draw about me a royal court
Of the great men of all time;
Wand'ring minstrels will sing to me
Or a poet will read a rhyme.

Court jesters will come to laugh with me
And sages to make me wise;
There is nothing I may not enjoy and learn
About earth or "the vaulted skies."

While reading a book I may write a book
Or search and discover a pole;
Tho I "hitch my wagon to a star"
Thru books I may reach my goal.

I may travel whitherso'er I will!
To the land of the midnight sun!
Or sail away to the seas of the South
Yet return 'ere the day is done.

All earth and Heaven and dream-lands fair
I may know; all things I may be:
So, jewel by jewel, and star by star
I gather mine own to me.

Canadian Publishers Hold Their Annual Meeting

AT the recent annual meeting of the Publishers' Section of the Toronto Board of Trade, which is virtually the Canadian Publishers' Association, S. B. Watson, manager of the Canadian branch of Thomas Nelson & Sons, was re-elected chairman, with F. F. Appleton of Hodder & Stoughton, vice-chairman and an executive committee composed of Thomas Allen, Hugh S. Eayrs, president of the Macmillan Co. of Canada; S. B. Gundy, manager of the Oxford University Press; J. McClelland, McClelland & Stewart, Limited; G. J. McLeod of G. J. McLeod, Limited; T. F. Pike, manager Longmans, Green & Co., and E. W. Walker, Ryerson Press.

In his review of the year's work, Mr. Watson referred to the efforts which had been made to secure the removal of the sales tax on books. These were successful

to the extent of having the tax removed from all school books and books sold to public libraries, and it was hoped that, as the result of representations made in December that total exemption for books would be obtained.

"The copyright situation in Canada seems to be more satisfactory on the whole than in the recent past," stated Mr. Watson. "We find, after taking counsel's opinion, that the present copyright act gives a publisher who has legitimately acquired the Canadian market of a copyright work the privilege of regulating the importation of all copies. In the past a publisher's efforts to popularize a book by means of advertising have often been frustrated by the illegal importation of copies in which he had no commercial interest. It is encouraging to find, however, that the customs department has, of its own initiative, prepared the necessary forms and devised the appropriate machinery to put an end to this state of affairs."

A useful piece of work was done by a committee which drew up a standard glossary of trade terms and notations for the Canadian book-trade. This it was hoped would do much to facilitate correct reporting on uncompleted orders. An interesting experiment was the production of a combined catalog of publications for the holiday trade, in which some half dozen members of the section participated. If reports as to the value of the catalog were anything like as satisfactory as one was led to expect, a larger and better catalog would be issued next fall, in which every Canadian publisher would be represented.

Old Books with New Titles

Amusing experiences do occur, as when books are asked for by the wrong titles. The librarian cannot help smile when a little Irish girl asks for "Anthony and Cleopatricks"; when a request is made for a life of "Queen Victrola"; when a youngster very seriously tells you that his father wants a copy of the "Dance of the Divine Comedian"; when a little boy tells you he was told to read Shakespeare's "Tale of a Little Lamb," and a grammar-school student asks for a "Biology of Peter Cooper."

—M. MORITZ in *N. Y. Times*.

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leypoldt

EDITORS

R. R. BOWKER

F. G. MELCHER

January 17, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Out-of-Door Year

A NUMBER of national agencies are cooperating to impress the people of this country with the importance of recreation and outdoor life, and there are many indications that publishers are going to get strongly back of the outdoor book in full cooperation with the program laid down in the Year Round Book Campaign. It has been suggested that March 21st, coming on Saturday, would be an ideal time to open such a campaign for a wider appreciation of what books can mean to the out-of-door person, and, with a good strong emphasis on all sides, the interest can be carried well around thru the summer.

Such promotion can divide itself into different points of emphasis, each opening up possibilities of displays and appeals to varying groups of readers. First comes the appeal of the Garden Time, for the interest in preparing the garden begins even before the ground can be turned; in fact, people are much more likely to read about gardening in the month or so before they can get out-of-doors to be at it. There are books on the planning of the garden and practical books on continuous working programs; there are books on the flowers for the garden, vegetables for the garden, and the general layout of the home grounds. Attractive window displays can be easily arranged by cooperating with the dealers who are selling seeds or garden tools.

Next in mind comes the great appeal of Nature Books, the market for which has steadily increased for twenty-five years since the pioneers such as Neltje Blanchan, Mrs. Dana, Chester Reed and Schuyler Mathews came into the field and demonstrated how the book could help the lover of nature. Such books make an especially beautiful window display, with volumes on birds, trees, wild flowers, butterflies, animals, on astronomy and the seashore. The interest in these begins when the first May flower is found in the woods and the first bluebird in the tree and continues until vacations are over.

The Playtime Book is another extensive field, the list of which has been steadily and effectively increasing in the last few years. The bookseller has the responsibility of demonstrating by advertising to his community that the coming of out-of-door life does not mean the end of book interest, but that books can bring an intensification of the enjoyment of out-of-door life. There are a hundred people who camp and tramp during the summer to ten who did it a generation ago, and for them there are a score of excellent, practical books. The literature of fishing has been greatly enriched lately, as well as that of sailing and of small boats. Golf and tennis have a splendid literature, readable and informative, and so also have athletics in general.

With a good beginning in March, there can be an auxiliary emphasis aroused on this whole subject by cooperating with the national promotion of health books in April, as the best sort of preventative medicine is out-of-door life. From that time on a counter of nature books and a varying display can be a five months' feature of bookselling business in a period when the bookseller needs new ideas and has time to develop them.

1924 Trade Statistics

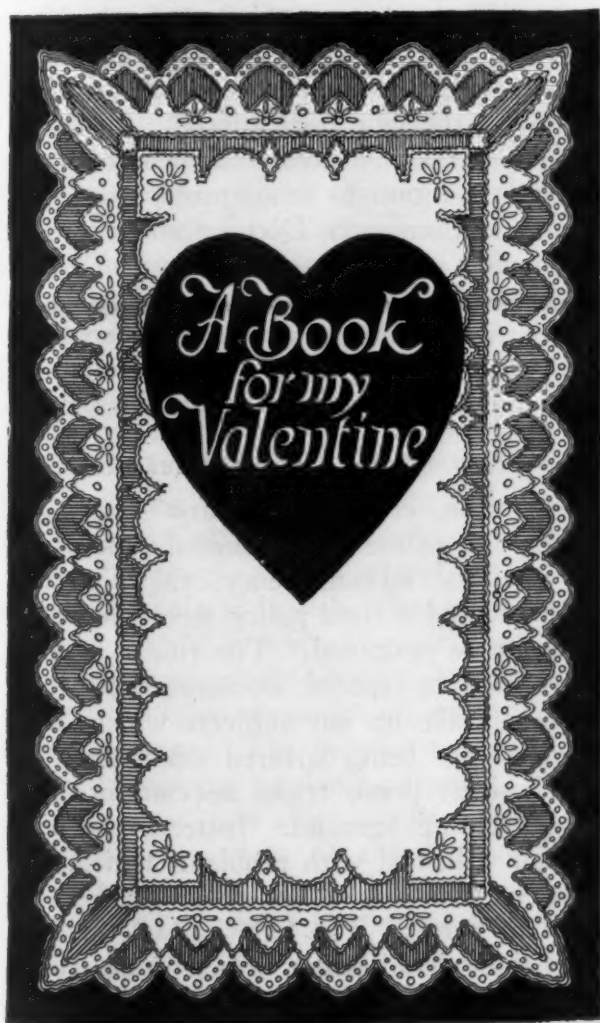
THE issue of January 31st will contain the annual summary features of the *Publishers' Weekly* including totals of book production, best seller averages, reports from the Librarian of Congress, Register of Copyrights, etc. This year marks the close of a quarter century of great progress in the book-trade which makes reviews of especial importance.

A Valentine

SOME valentines are paper lace,
And some are chocolate creams,
And some are arrow-pierced hearts,
And some are only dreams.
But *I* am sending you a *BOOK*.
I hope you'll read it thru,
And think of me on every page,
As I have thought of you.

THIS valentine verse has been written for use by the *Weekly's* readers and can be reprinted by any bookseller without credit. It could be put on a card and given out to customers or used in advertisements.

The greeting card reproduced below may be ordered from the National Association of Book Publishers. The cards are to be used to accompany gifts of books on Valentine's Day, February 14th. The white lace paper design has a border of red and the heart bearing the white lettering in the center is also red. The cards are sold to dealers at cost, \$1.00 per 100.



"Publishers' Weekly" Sends Western Representatives

ALBERT R. CRONE, one of the directors of the R. R. Bowker Co., and for several years in general charge of promotion and store service work in this office, has started on a two months' tour of the Western book centers from Kansas City to the Pacific Coast and back thru the Southwest. Mr. Crone, who lived for many years in the West, is anxious to have a fresh first-hand acquaintance with the booksellers with whom he has been in continuous contact for so long by mail and to study their methods and needs in order that the publications and promotion material issued from the *Publishers' Weekly* office may be fitted as closely as possible to the present needs of the trade. He hopes to get valuable comment and suggestion on many new book promotion ideas which are in the process of development here.

Mrs. Crone, editor of *Books of the Month*, and assistant editor on the *Publishers' Weekly*, will accompany him, and will report Western news and recent bookstore developments for the *Publishers' Weekly*.

Books at the Motor Boat Show

THE Polytechnic & Commercial Book Center of 17 W. 42nd St. was among the exhibitors at the 20th annual Motor Boat Show held January 2 to 10 at the Grand Central Palace, a most courageous experiment for a small retail shop. A small separate booth held the exhibit of titles which covered the field of boating and marine engineering. The books chosen were not only for the engineer, but also for the yachtsman, fisherman, sportsman, and reader of sea stories. The two books that attracted more attention than any others whether technical or sporting were, "Small Boat Sailing" by E. F. Knight and the "Complete Yachtman." On account of the limited time to make arrangements, only local New York publishers were represented. The houses of E. P. Dutton & Co., Norman W. Henley and John Wiley & Sons contributed most of the exhibit, with a few titles from other publishers.

The Retailer Comes Into His Own

By Waldon Fawcett

OWING to the rising cost of commodity distribution, marked activity has been evinced at the national capital. Not only the national business organizations with headquarters at Washington, such as the Chamber of Commerce of the United States, are investigating, but several Departments of the government, including the Department of Agriculture, have launched permanent, continuing programs to analyze the various phases of distributive practice.

The alarm over the mounting overhead of merchandising, is the means, at last, of enabling the American retailer to get a rightful share of the government's research and advisory service. Up to this time the interests of retailers have been neglected in the trade-building efforts of the government.

Attention to Domestic Trade

With the expansion of the work of the Department of Commerce, millions of dollars have been expended to assist manufacturers in the solution of their production and sales problems; with not so much as a sop to distributors. As tho to emphasize the partiality, hundreds of thousands of dollars have been appropriated each year for the exploration of foreign markets and the extension of export trade, while not a dollar could be obtained for the expansion of domestic trade. And this, despite the fact that the volume of domestic trade is twelve times the export trade.

In justice to Secretary Hoover it should be said that, from the day he assumed office he sought to have home trade share with the international interchange in Federal aid. Congress demurred at making an appropriation with the excuse that commercial bodies and trade associations and private agencies were doing so much to perfect and stimulate domestic trade that there was really no need for the government to intrude. Then came the jolt over the increasing cost of distribution. The Joint Congressional Commission of Agri-

cultural Inquiry originally revealed the acute situation. Study of the consequences of the high rates for rail transportation emphasized the point.

The outcome was the creation of the Division of Domestic Commerce as a section of the U. S. Bureau of Foreign and Domestic Commerce, which last is, in turn, a branch of the Department of Commerce. Altho the project was launched more than a year ago, it has been necessary to build an organization from the ground up, and the new unit is just getting into its stride. Desirous of analyzing those phases of distributive problems which are occasioning the most worry to the distributors themselves, the new Division has established close relations with a large number of trade organizations. Most of the leading national associations of retailers have appointed special committees to maintain contact with the new institution.

Several reasons have combined to bring especial attention to retail problems. The Domestic Commerce Division started with the modest annual expense account of \$50,000 and it was desired to focus on projects which, while thoroly practical in application, would yield the greatest results for the amount of money available.

New Problems To Be Studied

With an eye to its sparse operating funds, and to the Congressional conception of retailers' self-sufficiency, the directors have adopted a rigid policy as to the retail issues to be examined. The rule is, unless warranted by special circumstances, they will not take up any subjects which have been or are being covered adequately by the business press, trade associations, and other existing agencies. Instead, the new bureau will deal with problems which, are new, or which have not been attacked by the field forces. The Division will investigate those retail issues, which it has superior facilities for investigating in the interest of authoritative information.

Ten retail studies which will keep the institution busy until midsummer 1925 comprise:*

Education of the Retail Sales Force.

Cooperative Retail Advertising.

Installment Buying.

Cancellations and Returns in Retail Merchandising.

Leased Departments in Stores.

The Effect of Motor Car Parking on Store Patronage.

Retail Store Location.

Measuring a Retail Market.

Retail Store Planning.

Budgetary Control in Retail Store Management.

The policy of the Domestic Commerce Division is to give attention only to general retail problems—that is to questions of practice and policy which are applicable to practically all retail lines. The only ventures in specialization will be to carry out a project jointly with one of the seventeen commodity divisions of the Bureau of Foreign and Domestic Commerce. A case in point is at hand in the team-play of the Domestic Commerce Division and the Transportation Division which have united for "A Study of Packing in Domestic Commerce," to bring about the "re-designing of containers, the more effective use of case lining papers and other reforms with respect to shipping cases and internal packing that will conserve the nation's resources of packing material, cut freight bills, and reduce the damage in transit due to insufficient or improper packing.

Surveys of Regional Marketing Areas

Dividing attention at the Division of Domestic Commerce with the retail studies already mentioned is a second series of research projects which, tho not designed solely for the benefit of retailers, are likely to prove as enlightening to booksellers as any of the surveys which are exclusively retail in scope. The balance comprises surveys of regional marketing areas. The idea is to survey, one after another, the logical distributive sectors of the United States, pivoting the analysis in each instance on a metropolitan city which has measurable territory tributary to it in a commercial sense.

*Several of these pamphlets have already been reprinted and discussed in the *Publishers' Weekly*.

The idea of the Division is that there is imperfect understanding of the extent to which geographical and social conditions and other factors dictate the trading sweep of a marketing center. For example: The Philadelphia district was chosen as the scene of the first regional survey while Atlanta, Georgia, was selected for the second. Philadelphia, allowing for its hold on an extensive agricultural and mining region, faces the competition of other cities for wholesale and retail trade—New York on the one side, Baltimore on the other. Atlanta, by contrast, exemplifies the market place secure in the consumer demand not only of her own urban population but likewise of a scattered populace, thruout the several southeastern States which she clearly dominates. Other marketing areas slated for early survey—Seattle, for instance,—will exemplify yet other types of markets or main distributive outlets.

Decrease in Distributive Cost

In the regional market surveys, as in the retail studies above mentioned, the policy of the Domestic Commerce staff is to secure information by means of personal interviews with merchants hardly using the questionnaire method at all. For each successive regional survey an experienced market analyst is selected who, with his corps of field men, spends enough time in the territory to chart its characteristics completely. It should be remembered that the underlying purpose of each of these district inventories is to ascertain the purchasing power of the particular area. In consequence, extended attention is given to various intangible factors, distribution of foreign-speaking population, merchandising and advertising methods, and other local or native elements that have heretofore had scant attention in market surveys.

We are promised it will be clearly established by the market surveys, (extending over a period of years) that, from a merchandising standpoint, it is possible and common to find cities within a city. Indeed, the map of purchasing power in Philadelphia, when made public early in the new year, will show the city divided into five characteristic and homogeneous subdivisions, each requiring distinct and appropriate treatment if its maximum purchasing capacity is to be developed. This

entire project is not designed merely to stimulate trade in the respective belts. The ultimate objective is contributory to what the Domestic Commerce Division accounts "the biggest problem now facing the country," viz., decrease in costs of distributing merchandise.

Some of the projects which the Division has undertaken in recognition of its obligations to manufacturers and jobbers have slants that extend into the retail domain. This is the case in a trio of studies of sales problems, the respective topics being *Sales Territories*, *Sales Quotas* and *Salesmen's Compensation*. The Domestic Commerce office is also slated to devote considerable time to a study of the shortcomings of the present system of warehousing, to the lack of proper attention to seasonal purchasing, and to idle stock.

Communications have been received from a number of business men asking that the Domestic Commerce Division enter upon an impartial study of the advantages and disadvantages of small order buying or hand-to-mouth purchasing, so called—a practice, by the by, that the Domestic Commerce people are convinced is here to stay. This subject is, however, so bound up with the larger subject of turnover that no decision will be made until Congress has given answer to the plea for an increase of \$25,000 in the annual allowance for the operation of the Division.

German Book Exhibit

THE great exhibit of German book production covering 10,000 volumes produced during the last ten years is to be brought to New York about the middle of the month and shown at Columbia University. This is a cooperative exhibit representing the whole German book-trade and was brought over for the special purpose of showing it at the American Library Association meeting at Chicago on January 1st-10th. The exhibit is worth the careful study of those who are interested in book production as well as those who are interested in the literary output of Germany. A librarian from the Bavarian State Library in Munich and three book experts from Germany are in attendance to give any information desired.

The Best Books—A New Census

THE making of "best books" lists, which Sir John Lubbock started a number of years ago, has been continued steadily ever since and has become almost epidemic in the last few years. Asa Don Dickinson, librarian of the University of Pennsylvania, has endeavored, in a book just published by Doubleday, "One Thousand Best Books," to get a real consensus of expert opinion. He did this by taking all the lists he found to be the most helpful, from Lubbock on, and throwing them into one tabulation, well printed, with descriptive notes, naming a thousand books.

The introduction to Mr. Dickinson's volume describes the lists used, over 60 in number. Some of these have been short estimates, such as Dean Farrar's twelve best books, the names of the American authors in the Hall of Fame, Professor Phelps' fifteen best novels, printed two years ago, etc. Among other longer lists, taken into consideration, are those of Robinson Smith's "Two Hundred and Fifty World Classics," which was first printed in the *Publishers' Weekly* in July, 1921, a list of "A Family Library of Two Hundred Books," prepared by one of the editors of the *Publishers' Weekly* and used in connection with an exhibit at the National Arts Club in New York, a list of "Two Hundred Books for a Home Library," prepared by the General Federation of Women's Clubs and printed last year in the *Publishers' Weekly*, the lists of "The Bookman's Manual" by Bessie Graham, which, as Mr. Dickinson says, "is very valuable as a key to the present-day taste of the book-buying public."

As the editors of these various lists have approached the problem from various points of view, it is not surprising that there has been great variety of inclusion, and no book is on more than half of the lists. First in endorsement come various plays of Shakespeare, then "Ivanhoe," then "Don Quixote," Dante, "David Copperfield," Homer, "Pilgrim's Progress," "Robinson Crusoe," "Vicar of Wakefield," and so on until the final inclusion of those that have the endorsement of but two of the many lists.

These books are reindexed by subject and by author, and another index of au-

thors is arranged by date, starting with the Bible and Homer and ending with Lytton Strachey and Hendrik Van Loon. The summary shows 24 authors wrote before Christ, 27 scattered thru the first fifteen centuries, 22 in the sixteenth, 34 in the seventeenth, 87 in the eighteenth and 257 in the nineteenth.

A Bible Study List

THE General Federation of Women's Clubs in its bulletin for 1924-26 has published an introduction on the Study of the Bible as Literature prepared by Carolyn E. Whitney, followed by a bibliography of the books required in the course. Booksellers and librarians should get in touch with the local organization for helpful cooperation in this broadly visioned program. Included in the list of books for parallel study with the Bible is a new book by Isabella Reid Buchanan entitled "Women of the Bible." Mrs. Buchanan is the Advisor of Biblical Literature for the General Federation of Women's Clubs and her book will undoubtedly command attention from the members of this organization.

BIBLIOGRAPHY

- Hastings' "Bible Dictionary," 1 vol. *Scribner*.
- "Modern Reader's Bible." Moulton. *Macmillan*.
- "The Bible at a Single View." Moulton. *Macmillan*.
- "How to Read the Bible." Moulton. *Macmillan*.
- "Outline Studies in the Old Testament." Hurlburt. *Methodist Book Concern*.
- "Outline Studies in the New Testament." Hurlburt. *Methodist Book Concern*.
- "The Books of the Bible." Hazard & Fowler. *Pilgrim Press*.
- "The Prophets." Fowler. *Pilgrim Press*.
- "History of the Hebrew People," 2 vols. Kent. *Scribner*.
- "The Women of the Bible." Isabella Reid Buchanan. *Colwell Press*.
- "The Greatest Thing in the World." Drummond. *Dodge*.
- "The Maccabees." Apocrypha. *Oxford*.
- "The Birth of the Bible." Theodore Heysham. *Judson Press*.

In the Society Columns

IN a recent issue of the *Times-Star* of Cincinnati, we find in the Society column a personal note to the effect that "John G. Kidd's fellow members of the Cincinnati MacDowell Society and the Literary Club are much interested in two very notable books which this Cincinnati bibliophile, who has quite a fascinating collection of old and rare books, has just added to his treasures." The books described in detail are a first edition of "Paradise Lost" and of Shakespeare's poems in the Kelmscott edition. These personal treasures, we take it, could be purchased if someone became interested thru this reference to them in the personal columns. This seems a very ingenious way of getting comment on the good habit of fine book collecting.

Billions of Business

AN estimate placing the total retail trade of the country at approximately \$35,000,000,000, or about one-half of the total income of the United States, has been made by Dr. Paul H. Nystrom, director of the Retail Research Association and well-known author of books on business. In the house organ of the Union Trust Company of Cleveland, he estimates the totals as follows:

	Billions of Dollars	Per Cent of Whole
Food	15.3	44.0
Clothing	7.7	22.0
Furniture and furnishings	1.3	3.5
Automobiles and supplies.	3.5	10.0
Tobacco and products...	1.7	5.0
Candy and beverages....	1.5	4.2
Jewelry and musical instruments	1.0	2.8
Miscellaneous	3.0	8.5
Total	35.0	100.0

He also estimates that 66.75% is sold by independent retail stores, 16% by department stores, 8% by chain stores, 4.6% by mail-order houses, 4.5% by commissary stores and 0.13% by house-to-house sales, with the cooperative stores bringing up the rear at 0.02%.

Book Market Tips

ENGLISH CHILDREN are now getting acquainted with Dr. Dolittle and all his animal friends. A bookshop in the Charing Cross Road, recently, had a live parrot to play the part of Polynesia. The bird is being weaned from its proclivity for strong language and encouraged to say "Dolittle."

THE BUSINESS of discovering the identity of E. Barrington continues. The *Canadian Bookman* points out that the author is a Canadian and none other than L. Adams Beck, the author of the "Ninth Vibration."

IN CONNECTION with the centenary of the birth of Bayard Taylor, traveler, translator and novelist, Major George Haven Putnam made an address on Monday evening, January 12th at Kennett Square, Pa. Bayard Taylor's writings have always been connected with the Putnam imprint, and nine volumes of his travels have been published. "The Story of Kennett" is considered perhaps his best prose work, and his "Views Afoot" is still counted a classic among records of pilgrimage. His famous translation of "Faust" was published by Houghton in 1870.

THE SUBJECT OF INTELLIGENCE TESTS has been sweeping thru the educational field, and, while the teachers have been finding in these new methods great practical assistance in judging the intellectual capacity of the students, there have been occasions when adults have used the system for their own amusement and diversion. Putnam's are publishing this month a book called "Brain Tests," which fits into both the serious and the diversional side of this field. It has been compiled by George Palmer Putnam and John M. Saunders, an expert in the field of psychology. The book might be said to enlarge the realm of puzzle interest which is at present sweeping the country, and it includes various types of pictures, charts and word combinations so arranged that the competitive idea is made prominent and easy to apply.

E. V. LUCAS, the new chairman of Methuen's, has published thru Doran "A Wanderer Among Pictures" with the sub-title of "A Companion to the Galleries of Europe."

THE PUBLICATION of Wickham Steed's "Through Thirty Years," Doubleday, occasioned much furore owing to the revelations dealing with world political figures.

IN 1925 SCRIBNER'S will add to the \$2.50 *Series of Illustrated Classics* James Fenimore Cooper's "The Deerslayer," with illustrations in full color by N. C. Wyeth. With this addition, this series will include thirty volumes, of which "The Deerslayer" is the eleventh to be illustrated by Mr. Wyeth.

IN THE PUBLICITY WORK connected with the exploitation of the motion picture "So Big," from Edna Ferber's novel of the same title, Doubleday, Page and First National have worked together admirably. An advertisement inserted in the newspapers offered two hundred free tickets to the motion picture with the first two hundred copies of "So Big" sold. This applied not only in the Doubleday retail stores but in addition, to the stores of Brentano, Himebaugh & Brown, G. P. Putnam, Dutton, Wanamaker, Whaley and the Madison Ave. Book Shop.

HARCOURT, BRACE & COMPANY and Grosset & Dunlap are pooling their sales efforts in marketing the popular priced edition of Papini's "Life of Christ." They have set the publication date for Thursday, March 12th, in order to take advantage of the sales possibilities of the Lenten period, culminating in Easter week. The book is to be printed from the plates of the \$3.50 edition, with the jacket in four colors. Grosset & Dunlap will canvass the entire trade and Harcourt, Brace & Company their own regular customers. The first publication date was just two years ago in March, and the sale has reached a quarter of a million during this time.

English Book Trade News

From Our London Correspondent

Christmas Trade

CHRISTMAS trade has been extremely good—better than last year, from all accounts. This happy condition has, no doubt, come about as the result of restored confidence consequent upon the return of a conservative government. Publishers report that orders reaching their offices are highly satisfactory.

"To All Who Love Books"

A VERY tasteful four-page circular was sent out the other day by Messrs. A. & C. Black with this title. Of course, the circular had much to say about the firm's publications, but the writer of it found time and space to talk about books in general. This is happening much more frequently nowadays, which is a very encouraging sign. Here is a quotation from the Black circular:

They introduce to you new friends; they renew your acquaintance with some old ones—all but forgotten; and they suggest a means whereby you can encourage in your children that love of good books which brings real and lasting happiness to those who possess it.

Christmas Book Clubs

IN a recent issue of that excellent and worthy *Bookseller and Stationery Trades Journal* there was an effective little paragraph about Christmas Book Clubs. And why not? It is a capital idea, and could be a means to encourage book reading among certain folk who cannot put down a number of dollars at a time for the purchase of books. The club might be well started in rural districts, beginning somewhere around October 1st, with a fifty cents weekly subscription, and the books selected and delivered during the last week before Christmas. Perhaps the N. A. B. P. will think it over.

Swiss Book Printing

THERE has been held recently a Christmas Exhibition at the London School of Printing of the specimens of the best

Continental printing which its principal, E. R. Riddell, brought back from a Continental tour. Altho technical institutes abroad are more imposing than the British, Mr. Riddell did not find the extensive plant or the large enrolments of the London school. In Switzerland he found a machine with a keyboard like a typewriter. When the operator has completed a line it is inked, and when a page has been completed an impression is taken on special paper, which, after developing, becomes the negative to be photographically printed on to the machine plate. We hear that a book is being printed for an English publisher by this method.

Pickwick \$3500

THE library of a country book collector was sold last week. There were some very choice things in it, and quite a gathering of dealers and book collectors were present at the sale which took place at Sotheby's. There were several copies of the original part of the "Pickwick Papers" put up, and one set actually fetched £700.

An Author and Bookselling

MUCH comment has been made in book-trade circles on the action of an author, whose writings are very well known. Beatrice Chase, who lives at Widdicombe-in-the-Moor, South Devon, has just published a new book, "Devon and Heaven," and announces that she intends to sell it only thru the post and to the numerous visitors (sometimes one hundred in a day) who call upon her during the summer. She alleges that while the booksellers have made from 35 to 40 per cent profit on the sale of her books she has only received 12½ to 15 per cent. Meanwhile, C. G. Jowett, a Torquay member of the Associated Booksellers of Great Britain and Ireland, contends that the public will be paying as regards number of pages and quality of production for "Devon and Heaven" more than they have done for previous works by Miss Chase,

and that much of the 35 or 40 per cent to which Miss Chase refers goes in selling expenses.

Ibáñez

BLASCO IBANEZ is getting a great deal of publicity in connection with the publication of his latest work "Alphonse XIII Démasqué: La Terreur Militariste en Espagne." He has been summoned to appear before the Spanish authorities. No copies of the work are allowed to come into England, and it is rapidly becoming a book much sought after, and high prices are being offered for it. A few copies of it are known to be here, but every effort is being made to discover them in the mails, and they are, when found, immediately destroyed. We see from the title-page of the edition published by Ernest Flammarion of Paris that the book has been translated into French.

James Milne's Book Window

MR. MILNE is a good bookman and a good friend. Everybody reads his columns in the *Daily News*, and he is as readable in that old British institution, *The Graphic*. Just lately John Lane, London, and Putnam's, New York, published his most entertaining volume, "A London Book Window."

Best Sellers

MR. MILNE tells us that the following are the Christmas favorites: "The White Monkey." John Galsworthy.

"Sard Harker." John Masefield.

"The Reckless Lady." Philip Gibbs.

"Stella Defiant." Clare Sheridan.

"Three Pilgrims." Mary Borden.

"The Constant Nymph." Margaret Kennedy.

"When We Were Very Young." A. A. Milne.

"Men and Horses I Have Known." George Lambton.

"Contemporary Personalities." Lord Birkenhead.

"Lord Minto." John Buchan.

"Through Thirty Years." Wickham Steed.

"Benkendim." Aubrey Herbert.

We would like to add "Pearls and Savages" by Capt. Frank Hurley.

Modern Book Making

COMMENTING on the excellence of some modern book making the *London Times* says:

"But modern type can hold its own against ancient; and we have no superstitions about the superiority of handseting over modern machine-setting. Here is a perfectly simple, very beautiful book printed by the W. E. Rudge Press of Mount Vernon, New York, with type by Bruce Rogers, whose work is now as well known in England as in the United States. It is a reprint of Lord Morley's 'Edmund Burke: A Historical Study,' Knopf, a critical, not a narrative, work, which was published in 1866, and of which a few pages were incorporated in his 'English Men of Letters' biography of Burke. This very rare early study has now been reprinted in a limited edition, and worthily reprinted. In the body of the book there is no ornament, not even one of the fleurons that Mr. Rogers loves. It depends wholly on its type and printing and those are an æsthetic delight."

Dinner Given to the Crowells by Employees

ON the evening of January 8, members of the office force of Thomas Y. Crowell Company gave a dinner to the heads of the house in celebration of the company's twenty-fifth anniversary in New York, and of the removal on the first of the year from the old plant in the manufacturing district of West Broadway to Fourth Avenue at Twenty-Seventh Street.

T. Irving Crowell, the president, and J. O. Crowell, the secretary, were the guests of honor. Charles W. Ward, a director, from Boston, was also present. In the group were several employees who had been with the firm for over a quarter of a century. A pleasant feature was the presentation of a large portrait of Thomas Y. Crowell, the founder, to his sons.

The dinner was given in the National Arts Club. J. Walker McSpadden acted as toastmaster. In addition to those above mentioned others present were: George R. Hobby, Frank C. Dixon, Ernest J. Bunce, Charles H. May, Joseph G. Von Hatten, Matthew J. McCartney, and Hamilton Stewart.

Obituary Notes

DR. NEWMAN SMYTH

DR. NEWMAN SMYTH, one of the most prominent clergymen of the Congregational Church, died January 6 at his home in New Haven, Conn. He was a prominent figure in the effort to reconcile the advocates of revision of the orthodox church faith with the literal interpretation held by the fundamentalists of four decades ago. He was the author of a number of books on theological and ethical subjects including: "The Religious Feeling," 1877; "The Orthodox Theology of Today," 1881; "The Morality of the Old Testament," 1886; "Personal Creeds," 1890; "Modern Belief in Immortality," 1910; "Story of Church Unity," 1924.

MRS. MARTHA EVANS MARTIN

MARTHA EVANS MARTIN, writer of nature books, died January 5 at her home in Watchung, N. J. She was a contributor to magazines on nature subjects, and had done editorial work with several newspapers. In 1907 she wrote "The Friendly Stars" and in 1912 "The Ways of the Planets."

Personal Notes

ALEXANDER MCELWAIN, Harvard '21, has joined the editorial department of Small Maynard. Mr. McElwain, while in Harvard, was business manager of the *Lampoon*. Later he studied at Oxford and at the Harvard Law School. He has recently been connected with the publicity division of James Jackson's campaign for Governor.

ROBERT A. SANBORN has joined the staff of Small Maynard as moving picture editor to negotiate placements on the screen for the firm. Mr. Sanborn, Harvard 1900, has had a variety of experience, journalistic, publicity, editorial, as well as scenario writing.

H. W. HARRIS, formerly with Dodd, Mead & Co., E. P. Dutton & Co., and latterly with Alfred A. Knopf, Inc., has joined the sales organization of A. L. Burt & Co., succeeding James L. Roberts deceased, who had covered the Pennsylvania territory.

WILLIAM C. LENGEL, editorial representative of the International Magazine Company, publishers of *Cosmopolitan*, *Good Housekeeping*, and *Harper's Bazar*, sailed January 7th for England where he will act as European Editorial representative for both the International Magazine Company and Cosmopolitan Book Corporation.

M. J. McLEAN, who was for several years on the traveling staff of Thomas Allen, Toronto publisher, and latterly represented the Eaton, Crane & Pike Co. of Canada, has started in business on his own account as a manufacturers' agent, with offices at 210 Victoria Street, Toronto. In books, he will represent Boni & Liveright, New York, and M. A. Donahue & Co., Chicago.

ALEX MCKAY of the David McKay Co., Philadelphia, is sailing on the Mauretania on the 17th of January.

Business Notes

ATLANTIC CITY, NEW JERSEY.—Ansel Douglas has opened the Kentucky Avenue Book Shop at 163 S. Kentucky Ave.

BELLAIRE, OHIO.—Willerton's Art Store adding rental library.

CHICAGO, ILL.—In the issue of December 6th the street address of Sidney D. Broman was incorrectly given. It is 11112 Michigan Ave.

FORT WORTH, TEXAS.—Bunker, Molyneux and Frost, Inc., 611 Main St., is new here.

NEW YORK CITY.—Stephen Slesinger, bookseller, has moved to 2210 Broadway, where he has taken a long lease.

PALO ALTO, CALIFORNIA.—R. R. Tanner, 1111 High St., Bookstore to be opened soon.

Periodical Note

A NEW PERIODICAL announced for publication in January, to be issued under the auspices of the Broom Publishing Co., 42 Grove St., New York, is entitled *Aesthete* 1925. The magazine is to be edited by Walter S. Hankel.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T. (24mo: 25 cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, Henry Foster

The ways of the mind; the study and use of psychology. 344p. diagrs. D [c. '25] N. Y., Scribner \$1.80

The author is associate professor of psychology at the University of Michigan.

Balderston, Lydia Ray

Housewifery; a manual and text book of practical housekeeping; 3rd ed., rev. 353p. (bibls.) il. (col. front.) diagrs. O (Lippincott's home manuals) [c. '19-24] Phil., Lippincott \$3

Barbour, Harriot Buxton

Old English tales retold. 254p. il. D '24 c. N. Y., Macmillan 96 c.

A collection of familiar stories told for children.

Barker, James L.

Effective French for beginners. 406p. il. D [c. '25] N. Y., Scribner \$1.56

The author is head of the department of modern languages of the University of Utah.

Barnard, Harry

Chats on Wedgwood ware. 260p. il. (col. front.) O (Practical handbks. for collectors) [c. '25] N. Y., Stokes \$4

Baron, H. S.

Barbara. 105p. D '24 c. Bost., Stratford bds. \$1.50

A play of youth with the central figure a girl who is both pretty and perverse.

Barrie, James Matthew

Peter and Wendy; il. with scenes from the photoplay, "Peter Pan." 220p. D (Popular copyrights) [c. '11] N. Y., Grosset 75 c.

Bell, Albert James

Feeding, diet and the general care of chil-

dren; a book for mothers and trained nurses; 2nd rev. ed. 305p. il. diagrs. D '24 Phil., F. A. Davis \$2

Beman, Lamar Taney, comp.

Selected articles on prohibition; modification of the Volstead law. 452p. (30p. bibl.) map D (The handbook ser.) '24 N. Y., H. W. Wilson \$2.40

Billroth, Theodor

The medical sciences in the German universities; a study in the history of civilization; introd. by William H. Welch. 305p. O '24 c. N. Y., Macmillan \$3.50

Published in German fifty years ago, this is the first published English translation of a fundamental discussion of medical education.

Blackmore, Simon Augustine

Spiritism facts and frauds; introd. by Bp. Joseph Schrembs. 535p. (bibl. footnotes) D '24 c. N. Y., Benziger Bros. \$2.90

The author investigates the claims of spiritists of all kinds, and explains the position of the Catholic church.

Blanchard, Charles Elton

An epitome of ambulant proctology. 160p. O '24 Youngstown, O., Medical Success Press \$5

Bland, Pascal Brooke

Gynecology, medical and surgical; 2 v. 1257p. il. O '24 c. Phil., F. A. Davis \$12

Briggs, Howard L.

Practical bricklaying; rev. and enl. by William Carver. 255p. il. D '24 N. Y., McGraw-Hill \$1.75

Bagley, Clarence B.

The acquisition and pioneering of old Oregon. 41p. il. Q '24 Seattle, Argus Pr. apply

Carrothers, George Ezra

The physical efficiency of teachers; an analytical study of some factors affecting the health and physical efficiency of public school teachers. 90p. (1p. bibl.) diagrs. O '24 N. Y., Teachers College Columbia Univ. apply

Clark, Thomas Henry

The paleontology of the Beekmantown series at Levis, Quebec. 134p. (17p. bibl.) map diagrs. O (Bulls. of Amer. paleontology, v. 10, no. 41) '24 Ithaca, N. Y., Cornell Univ. apply

Constitution (The) of the state of Ohio; with questions by E. A. Hotchkiss. 52p. il. (col. front.) D '24 Bost., Ginn apply

Broadhurst, Jean

Bacteria in relation to man; a study-text in general microbiology. 322p. il. O (Lippincott's nursing manuals) [c. '25] Phil., Lippincott \$3

Bruyne, N. A. de

The electrolytic rectifier for electrical engineers, physicists and wireless amateurs. 82p. (bibls.) diagrs. S '24 N. Y., Pitman \$1

Cannon, T. G.

Old Spode. various p. il. (col. front.) O [25] N. Y., Stokes bds. \$5

A book for the collector. The author says "there is so little written or known of 'Spode' that the field for information and increase in value is greater than in any other English porcelain."

Catullus, Gaius Valerius

Catullus; tr. by Sir William Morris; with the Latin text. 170p. Tt '24 N. Y., Oxford \$1.70

Cauffman, Stanley Hart

At the sign of the Silver Ship. 333p. front. D '24 c. Phil., Penn \$2

A romantic adventure tale of Colonial days which takes place chiefly in the valley of the Wissahickon in Pennsylvania.

Clarke, Rose B.

Unit studies in geography. 254p. D '24 c. Yonkers, N. Y., World Bk. \$2

Constitution (The) of the Presbyterian

Church in the United States of America. 504p. S '24 c. '88-'24 Phil., Bd. of Christian Educ. of the Presby. Church \$1.50

Cook, Arthur L.

The elements of electrical engineering; a textbook of principles and practice. 562p. diagrs. O '24 N. Y., Wiley \$4

Cox, Joseph F.

Crop production and soil management. 528p. diagrs. D (Wiley farm ser.) '25 N. Y., Wiley \$2.75

Cummings, Stanley R., and Lipka, Joseph

Alignment charts for the engineer; pt. 1—Air and steam. no p. diagrs. '24 N. Y. Wiley \$2.25

Dixon, Thomas

The foolish virgin; a romance of today; il. with scenes from the photoplay. 359p. D (Popular copyrights) [c. '15] N. Y., Grosset 75 c.

Douglas, Charles E.

Rice; its cultivation and preparation. 152p. il. diagrs. S (Pitman's common commodities and industries) [n. d.] N. Y., Pitman \$1

Drane, Mother Francis Raphael [Augusta Theodosia Drane]

Christian schools and scholars; sketches of education from the Christian era to the Council of Trent. 742p. O '24 N. Y., Benziger Bros. \$6

Eberhardt, Walter F.

Classmates; a story of West Point. il. with scenes from the photoplay. 303p. D (Popular copyrights) [c. '24] N. Y., Grosset 75 c.

Eliot, George, pseud. [Mrs. Mary Ann Evans Lewes Cross]

Silas Marner; with introd., critical comments, explanatory notes, and questions for class study; ed. by J. W. Searson. 316p. S (University classics) '24 c. Lincoln, Neb., University Pub. Co. 68 c.

Engeln, Oscar Diedrich von and Urquhart, Jane McKelway

The story key to geographic names. 295p. (2p. bibl.) D '24 N. Y., Appleton \$1.50; \$2

Erasmus, Desiderius

In praise of folly; a new complete corrected edition, ed. with an essay of appreciation by Horace Bridges; il. by Holbein, A. Angarola and Gene Markey. [lim. ed.]. various p. O [24] Chic., Pascal Covici \$7.50

Erwin, Hugh, pseud. [Hugh W. Ramsaur]

Drifted leaves. 57p. D [24] [N. Y., Author, 1388 Shakespeare Ave., The Bronx] pap. 50 c.

A little volume of lyric verse.

Fagan, James Octavius

The search for God; its origin and its significance today; gift ed. 69p. front. S '24 c. [Waverley 79, Mass., Author, 17 Cutter St.] gratis

Fletcher, Joseph Smith

The copper box. 222p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Garesche, Rev. Edward

God in His world. 176p. il. maps D '24 N. Y., F. Pustet Co., 52 Barclay St. \$1.50

Dickinson, Sally Bruce, comp.

Outline summary of English history arranged in chronological sequence. 30p. O '24 Lynchburg, Va., J. P. Bell Co. apply

Edelman, Philip E.

Reflex radio receivers. 51p. il. diagrs. D (Experimenter's lib., no. 13) '24 N. Y., E. I. Co. apply

Emerson, Louis L.

Save lives by obeying the law; a letter to automobile owners of Illinois, together with some statistics and a digest of the safety provisions of the law. 15p. il. diagrs. O '24 Springfield, Ill., Schnepf & Barnes apply

Gilbert, Frank Bixby

Bender's manual; supervisors', county and town

officers' manual, containing the county, town, highway, general municipal tax and poor laws, and all other statutes of the state of N. Y. relating to boards of supervisors, town boards, county and town officers, and the affairs and business of counties and towns, as amended to the close of the Legislature of 1924; 12th ed. 1373p. Q '24 Albany, N. Y., M. Bender \$15

Gingery jokes. 58p. Tt (Handy ser. no. 66) '24 N. Y., Wehman Bros. apply

Graves, Frank Pierrepont

Education and the Near East. 41p. O '24 Albany, N. Y., Univ. of State of N. Y. Press apply

Gibbon, John Murray

The conquering hero. 288p. D (Popular copyrights) [c. '20] N. Y., Grosset 75 c.

Greer, Carlotta Cherryholmes, and Bennett, J. Cora

Chemistry for boys and girls. various p. il. diagrs. D [c. '25] Bost., Allyn & Bacon \$1.80

Grimball, Elizabeth B., and Wells, Rhea

Costuming a play; inter-theatre arts handbook. 133p. il. obl. S. [c. '25] N. Y., Century bds. \$3

A book for producers and directors in little theaters, community drama, educational dramatics and the recreational field.

Gruening, Ernest Henry, ed.

These United States; a symposium; second series. 444p. O [c. '24] N. Y., Liveright \$3

The second volume to appear under this title contains estimates of twenty-six states and territories by various well-known people, among them Theodore Dreiser, Willa Cather and Sinclair Lewis.

Hall, Francis Joseph, D.D.

Christianity and modernism. 187p. D '24 c. N. Y., Edwin S. Gorham, 11 W. 45th St. \$1.25

The author is professor of dogmatic theology in the General Theological Seminary, New York.

Hamaïde, Amélie

The Decroly class; a contribution to elementary education; tr. by Jean Lee Hunt. 346p. (4p. bibl.) il. D [c. '24] N. Y., Dutton \$2

The story of how and why the little school founded by Ovide Decroly in Brussels is now exerting a wide influence on educational thought.

Hankins, Arthur Preston

Falcon, of Squawtooth; a western story. 318p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Harmon, R. V., and others

American citizenship practice. 593p. (bibls.) il. diagrs. D '24 c. Lincoln, Neb., University Pub. Co. buck. \$1.75

A textbook in civics.

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 Treatise on the law relating to real estate in Pennsylvania, A. Nicholson, V. D. \$8 *Geo. T. Bisel Co.*
 Trinity of civilization, The. Yours Truly. \$2 *Yours Truly Co.*
 Uncle Sam's family. McConnell, D. F. \$1 *Missionary Educ. Movement*
 Voices of the wind. McCormick, V. \$1.50 *J. T. White & Co.*
 Ways of the mind, The. Adams, H. F. \$1.80 *Scribner*
 We. Zamiatin, E. \$2 *Dutton*
 Weber and Fields. Isman, F. \$3.50 *Liveright*
 White-blood. Majette, V. A. \$2.50 *Stratford*
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 Woman's share in social culture. Spencer, A. G. \$2.50 *Lippincott*
 Wordsworth, Selected poems of. Wordsworth, W. 56c. *University Pub. Co.*



Old and Rare Books

Edited by Frederick M. Hopkins



IN his regular department in January *Antiques*, George H. Sargent discusses "Booksellers of Two Hundred Years Ago."

JOSEPH CONRAD is the subject of the latest booklet in Doubleday, Page & Co.'s series of autobiographical sketches. The booklet, which is sold for ten cents, contains a concise account of the author and his works and a complete bibliography.

THE famous London auction house of Sotheby, Wilkinson and Hodge has changed its name to Sotheby & Company. This change in no way affects its management or existing policy of the firm, which has had a world-wide reputation for enterprise, reliability and efficient management. Founded nearly two hundred years ago, it has conducted some of the most famous sales ever held.

A MEMORIAL to Gibbon, the historian, is under contemplation at Lausanne. Gibbon first went to Lausanne in 1753 when he was a youth of sixteen and lived there intermittently for forty years. It was in a summer house of a garden here that he wrote the last line of his famous history, and here, too, he composed his famous "Memoirs."

VOL. XVII, Part I, of the "Papers of the Bibliographical Society of America," has been issued to members. It contains papers by Captain Bainbridge Colby, U. S. A. on "Bibliography as an aid to Biography"; "The Guide to Historical Literature," by Professor George M. Dutcher; "A Bibliography of Thomas Pringle's 'Afar in the Desert,'" by George W. Robinson and descriptions of the Ehrardt Faust collection at Yale University, and the Flach collection of the Uni-

versity of Missouri and the several collections in the University of Texas.

WALDEN POND, in the town of Concord, Mass., is a small pond, only a trifle over sixty acres in area, but it was beloved by Emerson and Hawthorne, and the rest of the Concord literary group, most of all by Thoreau whose writings gave it world-wide fame. The State of Massachusetts has created the Walden Pond Reservation and it will now become a perpetual memorial of the distinguished group associated with it.

THE library of Brown University recently held an exhibition of its books and portraits relating to John Milton. Many years ago, thru a purchase in London, Brown laid the foundation of an excellent library of critical works concerning Milton. In later years the university has paid particular attention to the collection of important editions of Milton and, so far as possible, first editions. Professor Walter G. Bronson, the head of the English department, is a distinguished Milton scholar, and has been active in building up the Milton collection during the last quarter of a century. Several volumes in the John Carter Brown Library associated with the university made it unnecessary to acquire some of the rarest Miltoniana.

PROFESSOR JOHN C. GERIG of Columbia recently urged an organized survey of the rapidly growing public libraries of the United States in order that hidden treasures in the form of rare collections of books, letters and manuscripts, which may have been unnoticed, may be brought to light and made available. Professor Gerig pointed out that notable discoveries have recently been made in the libraries of Columbia University, Uni-

versity of Michigan and Leland Stanford University. Frank H. Chase of the Boston Public Library is of the opinion that important discoveries are more likely to be made in college and university libraries than in city public libraries.

THE current issue of *The Library* contains an article by Alfred W. Pollard on "The Building-up of the British Museum Collection of Incunabula." The institution now has 9,850 different editions of books printed before 1501, which have come to it entirely by free gift or purchase. It did not acquire large numbers of incunabula at the suppression of the monasteries, as did many European libraries. Mr. Pollard reviews the various accessions from the Edwards, Sloans, Henry VII, Solomon de Costa, Cracheroda, Banks, George III, Grenville, Huth and other gifts. Michael Sadleir contributes to this number an interesting paper on "Anthony Trollope and His Publishers"; M. St. Clare Byrne discusses "Thomas Churchyard's Spelling"; R. W. Chapman writes on "Cancel Leaves" and G. H. Hobson presents a short title list of books bound for Thomas Maoli.

THE library of Miss Florence Sturdivant of Boston, consisting of rare and valuable books and manuscripts, with additions, will be sold at the American Art Galleries January 20 and 21. This collection of 615 lots contains a very wide range of rarities, comprising masterpieces of printing, illumination and binding from Homer, 1488, to Kelmscott Chaucer, 1896, manuscripts from the fourteenth to the twentieth century, fine sets, early and modern first editions, sporting books and extra-illustrated works. The rarer items include a sixteenth century Plutarch with a Clovis Eve binding executed for Marguerite de Valois—the example cited by Brunet; an original manuscript by John Burroughs, "Is It Going to Rain?" 74 octavo sheets; a first edition of Chapman's translation of Homer, 1611; a collection of first editions of Mark Twain; original manuscript of Mark Twain's "Christian Science," 23 pages, quarto; a long series of books illustrated by George Cruikshank, some with original drawings; first edition

of Emerson's "Nature," 1836, with a sumptuous Zaehnsdorf binding; illuminated manuscript on vellum of Emerson's "May-Day," by Alberto Sangorski, in an elaborate jewelled binding by Rivière; a fine original manuscript and musical score of Gounod's "Jesus of Nazareth," 22 pages, small folio; an original leaf from Gutenberg's Bible, 1455, in a Stikeman binding; original manuscript of Bret Harte's "Snowbound at Eagles," 73 quarto pages; editio princeps of Homer's Works, printed in Greek type, Florence, 1488; a Kelmscott Chaucer in a full white pigskin binding executed at the Doves Bindery; a collected set of the first editions of Lever; a series of rare first editions illustrated by Rowlandson in fine bindings; a Second and Fourth Folio of Shakespeare; and several rare Washington letters and documents.

Catalogs Received

Bibliotheca biographica, important collection of memoirs, biographies, autobiographies, letters. (No. 705; Part 1, Items 1987a.) Joseph Baer & Co., Hochstrasse 6, Frankfurt-on-Main, Germany.

Books on architecture, decoration, furniture and the allied arts. William Helburn, Inc., 418 Madison Ave., New York City.

Autographs. (No. 8476; Items 368.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.

Fine and rare books including art, English literature, etc. (No. 231; Items 701.) James Miles, 34, Upperhead Row, Leeds, England.

La Libreria de Victoria Vindel Libreria Anticuaria. (No. 1; Items 510.) Victoria Vindel, Relatores 2, Madrid, Spain.

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit.

While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED**A. B. C., care of Publishers' Weekly**

Hunts Merchants Magazine, Vols. 1-63 or latest vols.
 National Monetary Commission Reports, quote singly or complete, preferably bound.

William Abbatt, Tarrytown, N. Y.

Early Am. Dickens items.

Adair's Bk. Store, 243 Hennepin Ave., Minneapolis
 N. Y. Times, World War History, vol. 2.

Aladdin Bk. & Brass Shop, 205 Trumbull St.,
 Hartford, Conn.

Review Copies Latest Fiction.

Alcove Bk. Shop, 936 Broadway, San Diego, Cal.
 Chinese Symbolism, Penlzkner or others.
 Bruce, The Roman Wall.

Amateurs' Bk. Supply House, P. O. Box 1096, Chicago
 English Radicals, Kent, C. B. R., Longmans.
 Political Theories of Ancient World, Willoughby.
 Political Parties, Michels.
 J. Loeb's Works, any or all items.
 Mechanism in Thoughts and Morals, Holmes.
 Freedom of Will, Petrunkewitch.
 Freedom of Will, Whedon.
 Psychology of War, Eltinge.
 Prison Memoirs of Anarchist, Berkman.
 Outline of Science, 4 vols.
 Revolution of Civilization, Petrie.

America-South-of-Us, 44 W. 47th St., New York

Always in the market for books, pamphlets, maps,
 prints relating to South and Central America,
 Mexico and the West Indies.

Amer. Bap. Pub. Soc., 1107 McGee St., Kansas City
 Moulton, Religious and Religion.
 Mackenzie, Christianity, The Final Faith.
 Moore, West and East.

Amer. Bap. Pub. Soc., 313 W. 3rd St., Los Angeles
 Pulpit Commentary, secondhand.

Harvey L. Meeken, Amer. Bd. of Comm., for Foreign
 Missions, 14 Beacon St., Boston

Guide to the District of the Lakes, Wordsworth,
 5th or earlier ed., Kendall, 1835.

American Photo. Pub. Co., 428 Newbury St., Boston 17
 Brewster, The Stereoscope.

Amer. Sunday-School Union, 1816 Chestnut St.,
 Philadelphia

Outline Studies in the Book of Revelations, Turner.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Smiley's History of Colorado.

Forty-two or Forty-three vol. set of Voltaire.

Great American Lawyers, 8 vols., Winston.

A. S. Arnold, Metuchen, N. J.

Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Associated Students Store, Berkeley, Cal.

Jordan, The Care and Culture of Men, Wagner.

Wm. M. Bains, 1213 Market St., Philadelphia

Hobson, Imperialism, pub. Pott & Co.

Wm. Ballantyne & Sons, 1409 F St., N. W.,
 Washington, D. C.

The Reign of Law, James Lane Allen.

Motley, Life and Death of John of Barneveld.

Bargain Bk. Store, 79 Fourth Ave., New York

Any vols., any binding of Outward Bound Kipling
 and Thistle Stevenson.

N. J. Bartlett & Co., 37 Cornhill, Boston

Peter Harvey, Anecdotes of Daniel Webster, Little,
 Brown.

C. P. Bensinger Cable Code Book Co., 19 Whitehall
 St., New York

Schofield's General Telegraph A B C 5th Improved.

Peterson Banking, Sampler's Code.

Western Union, Lieber 5-Letter Codes.

Any American-Foreign Language Code.

F. Bianco, 18 West 8th St., New York

Marriott Watson, Tares, Mosher ed.

Father Tabb, any poetry by.

Compton Leith, Sirenica.

Stephens, Irish Fairy Tales, Rackham ill.

Warren, Ten Thousand a Year, any ed.

Almanac de Gotha, any year before 1820.

BOOKS WANTED—Continued

F. Bianco—Continued

Joyce, Chamber Music, 1st ed.
Tom Cringle's Log, any ed.
Wheels, set, or odd nos.
Coterie, set, or odd nos.
Moore, Pagan Poems; A Modern Lover.

A. F. Bird, 22, Bedford St., Strand, London, W.C.2,
Dickson, Theory of Numbers, vol. 1.

W. P. Blessing Co., 208 S. Wabash Ave., Chicago
The Targums of the Pentateuch, 2 vols., Longmans,
1862.

Bd. of Christian Educ. of the Presby. Church,
Witherspoon Bldg., Phila.
My Lady of the Chimney Corner.

Bobbs-Merrill Co., 185 Madison Ave., New York
Eben Holden's Last Day Fishing.
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Darrell of the Blessed Isles.
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Virgilius.
Keeping Up with Lizzie.
Charge It.
The Hand Made Gentleman.
The Scudders.

Book League, 47 W. 42nd St., New York
Futrelle, The Thinking Machine.
Haggard, The Yellow God; Ten Days That Shook
the World.
Roy Cummins, any book.

The Book Shelf, 15 Garfield Pl., Cincinnati, Ohio
Moore, George, In Single Strickness.
Comprehensive Commentaries.
Poems of Ossian, trans. James Macpherson.
Story of the Reformation, Hudson.
Miss Esperance and Mr. Wycherly, Harker Allen.

The Book Shop, 216 Cherry St., Jamestown, N. Y.
The Everyday of Life, J. R. Miller, D.D.

The Book Shop, 89 Halsey St., Newark, N. J.
Barnett, Life of Canon Barnett, 2 vols.
Mencken, Heliogalobus.
Sidgwick, The Professor's Legacy.
Patterson, C. B., Rhythm of Life.
Loring, Rhyming Lexicon.
Kidder, Frederick, Expeditions of Capt. John Love-
well.
Jerome, They and I; Second Thoughts of an Idle
Fellow.
Livingston, Brakespeare, or Fortunes of a Free Lance.
Beerbohm, Zuleika Dobson, Modern Lib. ed.

The Book Shop, 14 Martine Ave., White Plains, N. Y.
New England Primer, reprint, Albany, 1899.

The Booke Shop, 4 Market Sq., Providence, R. I.
Fugger News.
The Cheerful Cherub, McCann.
George Moore, Anthoogy of Pure Poetry.

Borough Hall Booke Shoppe, 337 Adams St.,
Brooklyn, N. Y.
Proceedings of the Democratic National Convention,
1904.
R. L. Stevenson, Prayers, London, 1910.
Twain, vol. 25, Hillcrest.
Bolton, Westchester County.

C. L. Bowman & Co., 118 E. 25th St., New York
Furnace of Gold.
Story of Germ Life, Conn.
Democracy in America.
Life of Grant for Boys, Goss.
Battlefields and Victory, Abbott.
Woman in White, Collins.
Arabian Nights, ed. Hale.
Talking Beasts, Wiggin.
Loyal Traitor, Barnes.
Collected Poems of Davies, 2nd ser.
Robin Hood, Dandelion Classics, Perkins.
Animal Shy Book, Pyrcraft.
Beauties of Shakespeare, Dodd, Astor ed.

C. L. Bowman & Co.—Continued

Leading Figures in Europ. History, Pattison.
The Bible and the Spade, Banks.
Ulster Co., Wills, Anjou.

Box 517, Lancaster, Pa.

Old books on Botanic Medicine.

E. P. Boyer, Bourse Bldg., Phila.

Arrian, Hooke's trans.
Adlerfeld, Life of Charles XII.
Clausewitz, Campaign of 1812 in Russia.
Kausler, Atlas of Battles.
Jomini, Treatise of Military Operations.
Mackenzie, Sinister Street.

Brandt & Brandt, 101 Park Ave., New York
Fur Bearing Animals, a Monograph of North Amer-
ican Mustelidae, Elliott Coues.

Brentano's, 218 S. Wabash Ave., Chicago
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Kingdom of Slender Swords, Rives.
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Wuthering Heights, Nelson, black mor. de luxe.
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Hist. of Architecture, Sturgis, vol. 1 or set.
French Cathedrals, Wilson, pub. Churchman.
Psychology of Attention, Ribol.
Taboo, Cabell.
Two African Trips, Buxton.
Short Talks, 2nd series, Buxton.
T. K. and the Great Work in America.
Story of Other Wise Man, Van Dyke, large illus. ed.
Cyclo. of Gold and Silver Coins of World, Phila.
History of Dancing, Viulliers.
Dict. of Roman Coins, Stevenson & Smith, Bell.
Coins of Ancient Britons, Evans, 1880.
Social Problems, Henry George.
The Ruinous Face, Hewlett.
Little Manx Island, Caine.
Genealogy of Ritchie Family in U. S., Canada or
Scotland.
Successward, Bok.
Identification of Pure Organic Compounds, Milliken,
vol. 3.
Orchids, Their Culture and Management, Watson.

Brentano's, Fifth Ave. & 27th St., New York
Hudson, W. H., Works of, limited ed.
Schlieman's Excavations, 1891.
Cooper's Naval History.
Elwanger, The Rose.
Dwyer, Seats and Saddles.
Digby Wiatt, Ornamental Art Workmanship, 1852.
Norwood's Greek Tragedies.
Reed's Modern Eloquence.
Winston of the Prairies, Bindloss.
Boss of the Big Bonanza, Roe.
Mysteries of Paris, Eugene Sue, leather only.
Winter India, Scidmore.
Mr. Punch's History of the Great War.
Happy Hawkins, Mason.
My Life in Four Continents, Col. C. Long.
The Code of Editor Jallot, E. C. Carpenter.
A Man's Woman, Frank Norris.
Canary and Cage Bird, Geo. W. Holden.
Woman and Labor, Olive Schriener.
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The Man from Brodneys.
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Living Waters, ed. Dwight Goddard.
Dearlove; Shepherd of the Stars; Measure of Light,
Frances Campbell.
Over the Teacups.
Few Remarks, Simeon Ford.
Sandwich Glass, Williams.
Report of Immigration Committee on Changes and
Bodily Form in Descendants of Immigrants, vol. 39.
Scientific Proofs of Another Life, Rose Levere.
The Whole Truth About Mexico, Francis Bulnes.
A Victor Salamis.
The Lost Continent, J. C. Cutcliffe Hyne.

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 Ides of March, Pickard.
 New Physiognomy, S. R. Wells.
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 Road to Mecca, Florence Irwin.
 Letters of Paul Gauguin.
 The Path of the Rainbow, Geo. W. Cronyn.
 In the Days of the Councils, Eustace J. Kitts.
 From Gerson to Grotius, T. N. Figgis.
 Farming, Varro.
 Terribly Intimate Portraits, Noel Coward.
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 The Incredible Adventure, Algernon Blackwood.
 Occasional Writings of Isaac Moorhead.
 White Man, Geo. Agnew.
 The White People.
 The Contessas Sister, Gardner Teall.
 Speculum Sacerdotum or the Divine Model of the Priestly Life, Rev. W. C. D. Newbolt.
 A Biographical Memoir of the Late Commodore Joshua Barney.
 Dancers of Talum.
 Flight of Tartar Tribe, De Quincey.
 Loring's Rhymes Lexicon.
 Help for Student Writers, W. E. Hawkins.
 Reminiscences of the Texas Republic, Dr. A. Smith.
 A Visit to Texas with a Sketch of the Late War, Fiske.
 Letters from Texas, W. B. Dewees.
 Our Army on the Rio Grande, T. P. Thorpe.
 Texas, L. T. Pease.
 Sam Houston and His Republic, C. Edwards.
 History of Texas from Its Discovery to the Present Time, Maillard.
 A Journey Thru Northeastern Texas, Edward Smith.
 Notes on Unexplored Texas, W. P. Parker.
 Psychology of Religion, Lecka.
 Comprehensive History of Texas.
 Life of Sam Houston, Alfred M. Williams.
 Richardson's History of Texas.
 Queens of Song, Kirkpatrick & Stephens.
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 Indissoluble Knot.
 Some Emotions, Chas. Granville.
 Gift of Influence, Basil King.
 The White Darkness; Prairie Snow and Sea; Jules of the Great Heart, To the Credit of the Sea, Lawrence Mott.
 School Etymology, Sargent.
 Napoleon at Work, Col. Vashee.
 Life of General Nathan B. Forrest, Wyeth.
 Four in the Family.
 Diary from Dixie, Mary Chestnut.
 Belle of the Fifties, Virginia Clay.
 Treason of Arnold, Jared Sparks.
 Sanctus Spiritus and Company, Ed. A. Stiner.
 The Creation of Wealth, James H. Lockwood.
 The Charm of Antiques.
 Shapes in the Fire, John Lane.
 Last Miracle.
 A False Position, Reynolds.
 The Quest of El Dorado, H. J. Moyans.
 Diary of John Burchard of Strasburg, Bishop of Orta and Civita Castellana.
 Harbaugh's Harfe.
 Buildings of Old New York.
 The Life of Clara Norris.
 Rarolin, Pierre Loti.
 Geraldine Farrar's Autobiography.
 The Story of Liberty, Chas. Carlton Coffin.
 Science and Education, T. Huxley, vol. 3.
 On the Origin of the Species, or the Causes of Phenomena of Nature.
 History of Philosophy, Schwegler.
 Vita Nuova and Canzoniere Dante, Wicksteed & Okey.
 A People at School.
 My Study Fire, H. W. Mabie.
 Paul's Awakening, Frederick Van Eeden.
 Corpus Delecti, Melville D. Post.
 Physiological Psychology, Hm. McDougall.
 Half Way House; Open Country, Maurice Hewlett.
 All Past Time; Date of Creation; Historical Bible, Dembleby.
 Life of Tecumseh, Benj. Drake.

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Life and Times of Brant, Stone.
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 Value and Distribution, Davenport.
 Those Other Days, E. P. Oppenheim.
 Red Pottage.
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 The Day of Chivalry, L'Epine.
 Distributors; Golden Web; Kingdom of Earth, Anthony Partridge.
 Malayan Monochromes; Studies in Brown Humanity, Sir Hugh Clifford.
 The Crown of Life.
 The Town Travellers.
 Guide to the Middle English Metrical Romances, Billings.
 A Study in the History of Arthurian Romance, Iwain Brown.
 Translation of Six Old Chronicles, Giles.
 Translation of the Mabinogion, Guest.
 Most Delectable History of Reynard the Fox, Jacobs.
 Mediaeval Story, Lawrence.
 Tennyson's Idylls and Arthurian Story, Maccallum.
 Layamon's Brut, Madden.
 Celtic and Mediaeval Romance, Nutt.
 Study in Epic Development, Myers.
 Poetry of the Celtic Races, trans. Hutchinson, Renan.
 Arthurian Legend, Rhys.
 Translation of Marie of France's Four Lays, Rickert.
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 Edition of the Four Ancient Books of Wales, Skene.
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 Popular Studies in Mythology, Romance and Folklore; Translation of Arthurian Romances Unrepresented in Malory, Weston.
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 My Scrap Book of the French Revolution, Latimier.
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 Fear Conventionality, Parsons.
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 The Secret of Woman, Helen Jerome.
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 Quest of the Best, W. D. Hyde.
 The Rosicrucian, Hargrove Jennings.
 In the Days of the Councils, Kitts.
 A Dictionary of Bird Notes, C. L. Helt.
 Bird Song and Its Scientific Teaching, Wichett.
 Speeches at the Lotus Club, 1921 volume.
 Vestry of the Basins, S. P. Greene.
 Education of the Young in Sex Hygiene, Robt. N. Willson.
 Set of Capt. Bruce Bairnsfather's Bystanders Fragments from France.
 Secret of an Empire, Zanardi Laudi.
 Mr. Sponge's Sporting Tour, T. Thornton.
 An Economic History of Rome, Frank Tenny.
 Tante, Anne Douglas Sedgwick.
 Cirkels Mica.
 Colles Mica and the Mica Industry.
 Last of the Romanoffs.
 The Moon, Pickering.
 Nature and Ornament.
 Life of Francis Schlatter.
 Practice of Immortality, Gladden.
 Life of Paganini, Stephen Stratton.
 A Short Egyptian Grammar, Roeber.
 Book of the Life, Alesha Sewartha.

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Travels in Tartary, Thibet and China.
 Round Towers of Ireland, Henry O'Brien.
 Forlong's River of Life.
 Nature's Finer Forces, the Science of Breath and the Philosophy of the Tattoes, Rama Prasad.
 The Breath of the Runners, Mary Mears.
 Columba, Merimee.
 Le Gendre de M. Poirier, G. Anger & Sandeau.
 Our Little Old Lady, Brainard.
 Ancestral Chart, Gilbert Cope.
 Record of the Cope Family.
 Masterpieces of Modern American Drama.
 Masterpieces of Foreign Drama.
 Swiss Legends, Troelicker.
 Beethoven, Rolland.
 Sir Nigel, Doyle.
 Il Libro D'Oro, trans. by Mrs. Alexander.
 A Year as a Government Agent, V. Whitehouse.
 Man Who Ate the Popomack.
 The Southern Statesman of the Old Regime, Prent.
 The Lower South, W. S. Brown.
 The Rebuilding of Old Commonwealth, Walter Page.
 Quest of the Dream, Edna K. Wallace.
 Jocelyn, Galsworthy.
 Little Arthur's History of England.
 Young Barbarians, Don Maclaren.
 Pilgrim Walks in Franciscan Italy, J. Jorgensen.
 History in Rhymes and Jingles, A. C. Flick.
 From Log Cabin to White House, Thayer.
 Lands of the Bible, McGarvey.
 Deirdre, Michael Field.
 An Historical Summary of English Literature, E. W. Edmunds.
 A Century of Scientific Thought, Sir Bertram C. A. Windle.
 Cobble Valley Golf Yarns, Albert W. Quilling.
 History of Babylon and Assyria, W. R. Rogers.
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Smith, Songs of Life and Nature.
Kipling's Works.
Hart, Browere's Life Masks of Great Americans,
printed at the De Vinne Press, 1889.
Pet Marjories.
18th Century Architecture, Bristol.
18th Century Architecture of Bath, Greene.
Ross, A., First Settlers of the Oregon, Lakeside
Press.
Book of Jade, 1901.
Shadows and Ideals, Saltus.

Himebaugh & Browne, 471 Fifth Ave., New York
Flowers and Gardens of Japan, Ella Du Cane, illus.
Florence Du Cane.

Hochschild, Kohn & Co., Howard St., Baltimore
Counterpoint, Strict and Free, Ebenezer Prout.
Laughing Cavalier, Orschez.
Santayana, Sonnets and Other Verses, 1894 ed.
Claiborne's History of Mississippi.

Hodby's Olde B'ke Shoppe, 214 Stanwix St., Pitts-
burgh, Pa.

Mattie Morninglory.
Rosenthal, German Lessons, Victrola Records.
Thomas More, History of Richard Third.
Defoe, Moll Flanders, Bohn ed.; History of the Devil,
Bohn ed.

The Holliday B'kshop, 10 W. 47th St., New York
Poe, E. A., The Raven, ill. by Doré.
Hearn, L., Karma.
Print Collectors' Quarterly, nos. 7, 8, 9, 10.
International Studio, Jan., Feb., March, May, Sept.,
1922; June, 1923.
Huysman's Down There.

Holmes Bk. Co., 742 S. Main St., Los Angeles, Cal.
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Dreiser, Theodore, Sister Carrie, 1st. Edition.
Wright, A Few Days in Athens.
Davis, A. J., Great Harmonia, vols. 4 and 5. spe-
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Putnam, 1904.

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Attenborough, Laws Earliest English Kings.
Abdy & Walker, The Commentaries of Gaius, 1880.
Buckland, Element. Prin. of Roman Law.
Bell, Laws of Scotland, 1899.
Hearn, Theory of Legal Duties, etc.
Kent, Israel Laws, etc.
Mayne, Hindu Law.
Maitland Collected Papers.
Miller Lectures on Laws.
Miller, Data Juris.
Muirhead, Inst. Gaius.
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Field, Love Aff. of a Bibliomaniac, L. P. 1st ed.
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 Milton, John, Complete poetical works, Cambridge ed., Houghton.
 Shelley, P. B., Complete poetical works, Cambridge ed., Houghton.
 Wordsworth, William, Complete poetical works, Cambridge ed., Houghton.
 Traill, H. D., ed., Social England, 12 vols., Putnam.

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Dean, Analytic System for the Measurement of Relative Fire Hazard, Chicago, 1903.
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Fowler, History of Insurance in Philadelphia for two Centuries, Phil., 1888.
Hoffman, Windstorm and Tornado Insurance, N. Y., 1902.
Proceedings of the Fire Underwriters Assn. of the Pacific, 1901.
Griswold Handbook of Adjustment of Fire Loss, N. Y., 3rd ed.
The Standard Fire Policy, Indianapolis, 1905.
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MacAdam, The Marine Court of the City of New York.
Hardy, An Account of the Early Insurance Offices in Mass., from 1724-1801, Boston, 1901.
Hueber, The Development and present states of Marine Ins. in the U. S., Philadelphia, 1905.
Willet, The Economic Theory of Risk and Insurance, N. Y., 1901.
Marvin, A Treatise on the Law of Wreck and Salvage, Boston, 1858.
Hall on Insurance Adjustments, Indianapolis.
Proceedings of the Fire Underwriters Assoc. of the N. W., 1880.
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 Saint Nicholas, Dec. 1915, Sept. and Dec 1918.
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 Sansum, Digest of Law of Insurance, 4 vols., 1881-1901.
 Sargent, Andreana, 1895.
 Say, Complete Writings, 2 vols.; Heteroptera, etc., of N. America, 1831-32.
 Seager, Excavations on the Island of Psira, Crete, 1910.
 Seligmann, Medieval Guilds of England, Baltimore.
 Semitic Languages, American Jnl of. Vol. 34, No. 1, 1918.
 Seth (A.), From Kant to Hegel.
 Shaw, Plays Pleasant and Unpleasant, Chicago, 1902.
 Shepard, The Brownings, N. Y., 1882.
 Shope, Collisions at Sea, N. Y., 1903.
 Andrews, Richard Brome, N. Y., 1913.
 Spenser Concordance, 4to., Washington, 1915.
 Spring, Herbert, By the Grey Sea; Any others by Stoddart, References for Students of Miracle Plays, (California Univ. Liby. Bulletin).
 Sturgis, Hist. of Architecture, vols. 3 and 4.
 Synge, Shadow of the Glen, N. Y., 1904.

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